

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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A NORTH DAKOTA INDEPENDENT ELEVATOR.

The proportion of "independent" elevators (that is, privately owned houses as distinguished from the line company properties), in influence, at least, in the Northwest, is in inverse ratio to the importance of the Northwest as a grain-producing country. The grain business there is, in fact, so dominated by the line companies, that some people have begun to think the business was controlled by them and the few farmers' houses doing a successful business. Of course such is not the fact; and as evidence of the ability of the independent to hold his own, we have the picture herewith of a fine plant at Fessenden, North Dakota, owned and operated by Regan & Lyness Elevator Company, W. W. Lyness, manager. It is a well-built plant, although apparently erected by parts as the business grew, and now has storage capacity for 60,000 bushels. It is equipped with all the machinery needed to handle 250,000 bushels a year, which is about the volume passing through the house; which includes a private electric lighting plant, car mover, and so on.

POPCORN CENTER.

Sac and Calhoun Counties of Iowa are the greatest producers of popcorn in the world. This year's crop was the greatest on record, and was about 15,000,000 pounds, valued at \$200,000. Chicago is the largest consumer.

The corn yields from 40 to 60 bushels per acre and sells for \$1.50 to \$1.75 per bushel. It is planted late in the spring and matures a month in advance of field corn. The expense of husking is 20 cents to 25 cents per bushel. It is always shipped in the ear and is shelled only by the middle man who supplies the trade.

The Toledo Salvage Co., East Toledo, has installed a device to remove the odors from the concern's grain-drying kilns and render the industry less objectionable to the people in the neighborhood. The company buys wet and damaged grain that has been through elevator and

other fires, and in the drying process the odors generated are complained of. The new method is to circulate the air that comes from the grain through a coil of pipes heated by a furnace in the basement of the building. By thus drying the air before it is allowed to escape into the outer atmosphere, the moisture and odors are removed.

The Grand Trunk Elevator at Windmill Point, Montreal, on November 13, made a record by

[For the "American Elevator and Grain Trade."] THE STANDARD OF HONOR ON EXCHANGES.

BY L. C. BREED.

An exchange or board of trade is simply an incorporated association of business men, organized for the purpose of promoting the individual interests of its members. At least, this is the main object, though in some instances the welfare of the city in which the exchange exists is also an end sought for. It follows logically that the reputation of the exchange to which a business man belongs directly concerns his own standing in the commercial world. While a single lapse in case of a member of an exchange would not materially affect the affairs of the rest, yet each time this happens the morale of the exchange, both as regards its members and its standing with the trade with whom its members deal, is lowered and confidence gradually declines.

The standard of honor on the various exchanges of the country varies. This is doubtless a statement that some would dispute; but there is a practical and certain way of determining its truth. The directors of an exchange are elected by the members; and if the directors of one exchange should suspend a

party on proven charges for, say, three months, while another exchange, if a similar case should come before it for discipline, it should debar the party forever from further connection with the exchange, the unbiased observer would have no difficulty in forming an opinion on this matter. Again, if the suspended party should, in the latter case, make repeated efforts for reinstatement, and, notwithstanding, in the meantime, the personnel of the board of directors had entirely changed and, as a result, his application was denied, the unbiased observer would in consequence be still further convinced of the resolve on the part of the members of the exchange in question that the standard of honor of the body should be maintained. And this conclusion would be absolutely correct, since the officers of an exchange are simply the temporary media through



ELEVATOR OF REGAN & LYNESS ELEVATOR COMPANY, FESSENDEN, N. D.

putting on board SS. Elsa 158,000 bushels direct and 111,725 to barges (269,725 bushels of grain) in thirteen hours.

KANSAS INSPECTION LAW.

John W. Radford, chief grain inspector of Kansas, has recommended to Gov. Hoch a number of improvements, or at least amendments, to the grain inspection law of Kansas to be submitted to the approaching legislature. One is to cut out the present classification of elevators upon which a suit now pending depends. The said suit, if ultimately decided against the state, would wipe out the system entirely. Another amendment would make the law conform to a bill providing for federal inspection "which may be passed by Congress at this session."

which it voices its wishes; and if any reasonable doubt exists in the minds of the members of the board of directors, or any one of them, concerning the sentiment of the members, it is possible for them to ascertain this, either by personal investigation, or if in their judgment a meeting of the members to learn their wishes were deemed necessary, this course, too, is open to them.

In some cases one or more directors will purposely absent themselves from a meeting of their associates at which the question of the expulsion or readmission of a member is to be considered. When this becomes known to the members, it is due to themselves to ask for the resignation of such director or directors. The purposes for which these men were put in office, or one of them, at least, being deliberately defeated, so far as the action of these members of the board in question is concerned, demands this rebuke. A director is one who directs; and an evasion of duty of this character is a serious matter.

There is altogether too much disposition toward leniency on the part of the directors of some exchanges and, as a result, innocent members suffer in the estimation of outsiders, since the outsider gauges the parties who belong to an exchange by the actions of its board of directors. It is within the power of the members of an exchange to set their own standard of honor and to force individual members to live up to it or get out; consequently they have only themselves to blame if their exchange suffers, in any degree, through lack of confidence on the part of the trade in general. The responsibility is theirs and there is no way of evading it.

The greatest merchants of this or any other country have built up their businesses on the basis of a square deal, even going to the extent of either exchanging the goods or paying back the full value of the merchandise in case of dissatisfaction on the part of the customer. They do not endeavor to wriggle out on technicalities or get behind some supposedly reliable certificate. The standard they have set is a good one for all exchanges in spirit and letter to follow.

ELEVATORS IN POOL?

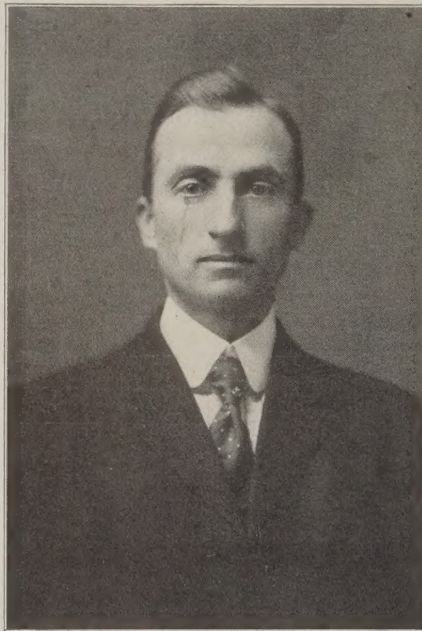
While passing through Chicago on November 24 on his way to Washington, Commerce Commissioner Lane submitted to an interviewer upon the results of the late inquiry by the Commission under the La Follette resolution. The Chronicle quotes him as saying that, "The investigation had shown that up to this year at least there had been a combination of over 900 elevators in Minnesota, North Dakota and South Dakota. This was a pool," said Mr. Lane, "to divide business at over two hundred different railroad stations at which it controlled the market in wheat, barley, flax, oats and other grains. This fact was testified to by men who had made the agreements on behalf of the elevator companies. A system of penalties was agreed upon and enforced, the accounts being kept and the money handled by a central agent. There was no formal organization, the pool being conducted without either a president or secretary. All the books and accounts kept by the agents of the companies have been destroyed by fire, some of them quite recently. It was strenuously denied that there was any such 'gentlemen's agreement' at the present time. As one witness said, it was no longer necessary. The effect of this pool upon the price of grain must have been great and possibly dominating. The Northwest produces one-third of the grain of the United States, and a combination that could make the market at all the Northwest elevator points could control prices in Chicago, Baltimore, New Orleans and other dealing and shipping points."

Mr. Lane added that in Minnesota the Commission could not go into the question of rebates extensively because of the large number of indictments recently found there against rail-

road officials and elevator men. The pressing of the inquiry might have resulted in the granting of immunity to many of the guilty officials. The state as well as the federal authorities are moving in the matter of prosecutions under the state and federal laws.

A. T. WARD.

A. T. Ward of Townsend & Ward, Buffalo, N. Y., is a native of Oneida County, N. Y., where he was born on July 31, 1867; but he had hardly obtained a speaking acquaintance with his state before he was whisked out of it by his parents, at the age of five years, and taken to Kansas. Kansas was strenuous enough for most people at that time, yet at eleven or thereabouts our friend went to southern Kansas and Indian Territory, where he spent five years with the cowboys. When this kind of training doesn't kill the pupil it makes him, and Mr. Ward seems to have escaped, and after a residence of several years in Florida, he went in 1892 to Sheldon, Ill., where his experience in the grain business began, his first connection being with Watkins, Lynch &



A. T. WARD, BUFFALO.

Co. (later, Watkins & Co.). His five years here put him in form for the future, having had experience in the office for several years and also as operator of the transfer elevator for two years.

His next moves were all advances—in 1897, to the Cleveland Grain Co. at Cleveland, and later to S. T. Williams as manager of the business; and about a year ago to Buffalo, where, after a short interval of tentative work, he became junior partner of the firm of Townsend & Ward, receivers and handlers of grain, hay and mill feed. They began business on Oct. 1, 1906, and are highly gratified with the volume of business that is now going their way.

Mr. Ward since going into grain at Sheldon has traveled widely in the East and Central West, and has made a large acquaintance among shippers, which is now of great value to him.

REBATING A CRIME.

In a speech to the Railroad Men's Club at Kansas City on November 24, Arthur E. Stilwell, president of the Kansas City, Mexico & Orient Railroad, with a manner which left no chance of misinterpreting his meaning, said:

"Thank God I live in a day when the practice of giving and receiving rebates is fast going out of existence. Of all the crimes in the whole category, the rebating crime is the most unjust.

Railroads are built under the laws of eminent domain. Their rights for the use of land are delegated by the people. Rebating strikes at the people, the fountainhead of the rights delegated to the average railroad. From what I know of rebating I believe Captain Kidd and Judas Iscariot looked like kindergarten pupils compared with the railroad official who secretly holds a club over shippers' heads and threatens their very lives.

"What we want is a square deal. The people of our country are getting rich fast enough. Some of our financiers have had things their own way so long that they've come to believe that United States means them. The hired assassin of old may be pictured as a white-robed saint compared to the rebater. No one ever got a rebate from me, and no one ever will. Every shipper on the line of the Orient road will get the same rate, and that an equitable one. No billionaire will ever enjoy any special privilege as a shipper on this line.

"Rebating is a crime for which no punishment is too severe. I'd like to see the rebater get twenty—yes, fifty—years in the penitentiary. We worship money too much. There are two things greater than all the money in the world. They are character and principle. For my part, I don't want a single dollar tainted with a drop of dishonest blood."

WIDENING THE CORN BELT.

Uncommon interest has been taken for several years past in the problem of widening the corn belt of the United States, especially on its northern side, and as southern Minnesota and South Dakota have during the past ten years or so largely increased their production and thus demonstrated that corn can be successfully grown in a region that twenty years ago was put down as outside the corn lands of the country, no one is surprised to see that farmers still farther north are experimenting with maize.

In North Dakota last season corn was ripe at Neche, within five miles of the international boundary. One field nine miles south of Fargo reports 100 bushels to the acre on a few acres, and another in the same county of thirty acres nearly as much. In fact, the state had the biggest crop in its history in spite of a late, wet and cold season. In South Dakota the trouble with corn has been only to find pickers and huskers.

On the Camas Prairie of Idaho a rancher this year got a good crop off 90 acres, notwithstanding the common opinion that corn could not be grown on the prairie. But corn is growing in favor; and it is thought that a number of farmers will give it a trial on summer fallow land next season. Many Camas Prairie farmers feed large numbers of cattle every winter, and it is argued that the cornfields would furnish great fall pasture for them. The pasture question is becoming yearly more serious, as the breaking up of bunch grass sod is cutting down the natural pasture. There is still an abundance of summer pasture in the Snake and Salmon Rivers section, but the days of fine winter range are almost over. If Camas Prairie can solve the problem of wintering the vast herds from the rivers by growing corn, a great industry can be built up for Idaho County.

Prof. R. A. Moore, agronomist of the Wisconsin Experiment Station, has bred a new corn called "Silver King," or "Wisconsin No. 7," which after four years last season yielded 150 bushels (75 shelled) per acre on the land.

Corn Shows Advertised.—Indiana Corn Growers' Association, Indianapolis, January 14-19; Kansas Corn Breeders' Association, Manhattan, January 1-2, in connection with a nine-day institute by the Farmers' Institute and Stock Breeders' Association; South Dakota Corn Growers' Association, Mitchell, December 18, 19 and 20.

The Texas Corn Growers' Association is making arrangements to send a demonstration train, with lecturers, through that state in the near future.

NORTH DAKOTA BANKERS CRITICISE MINNESOTA METHODS.

The committee appointed some months ago by the North Dakota Bankers' Association to investigate the complaints of wheat shippers of that state that they were receiving unfair treatment at the head of the lake ports, after visiting Duluth and Superior, and much cogitation of what they saw there, has prepared and published a report. Unfortunately, the report is vitiated and made ridiculous by the evident unfamiliarity of the authors with the technical methods of handling grain and also by its lack of appreciation of the functions of public grain exchanges at all terminal markets, as well as by its amazing failure to distinguish between the characters of the Duluth Board of Trade and the Superior Board of Trade, the more surprising in view of the fact that the report was written by the president of a very important bank at Fargo, who ought to be able, as a banker and adviser of his patrons, to distinguish between a bona fide grain dealer and a bucket-shop gambler, although both may be members of bodies bearing the same name and ostensibly, but not in fact, engaged in the same business.

The burden of the report is on the cleaning system and the disposition of the screenings, the actual loss of which to the farmer could be met immediately if the farmer would put in a "fanning" machine, do his own cleaning and feed the screenings to stock and poultry on his own place. He would have the benefit of the feed value, at least \$8 per ton, and would save the freight; but we fail to see any mention of so self-evident a stoppage of a leak—the report simply follows the current complaint and asks someone else to do the work and give the benefits to the farmer who is too indolent or ignorant to protect himself. The report ignores also the well-recognized fact that the elevators' right to mix grain enables them to pay a better price for wheat with screenings than they could pay for uncleaned grain were mixing prohibited.

The complaint that the Duluth Board of Trade has made a rule that no member of that Board may become a member of any "similar" organization within a hundred miles of Duluth is really the best endorsement the Duluth Board could expect under the circumstances. It keeps its members out of the Superior concern, and for that reason compels them to do a straight business as receivers, even should they be tempted to play the bucket-shopper at Superior. All respectable exchanges have prohibited the bucket-shopping of deals by their members; the rule in question absolutely prevents any resort to subterfuge by its members. The bankers of North Dakota ought to be able to see the effect of such a rule upon the business integrity of the Duluth Board and its members. The report concludes as follows:

The statement was made that the Great Northern Railway Company would open its elevator as a public elevator just as soon as the objectionable features of the Wisconsin grain inspection law could be eliminated from the law.

The proposition was also made by the Railway Company to lease any or all of their elevators at Superior to an organization of independent shippers to be formed in North Dakota or to include shippers of North Dakota, Minnesota and South Dakota on a basis of 4 per cent interest on the investment in the elevator. The lease to be made for one year or longer with the privilege of being canceled by the lessee at any time by giving 30 days' notice to the lessor Railway Company.

This proposition to your committee seems to be the solution of many of the problems of correcting the evils and injustices now in existence in the handling of grain at the head of the lakes, and your committee will now take up the matter of perfecting an organization to take one or more of the Great Northern terminal elevators with the independent shippers of the state. By an organization of this kind the shipper can retain complete control of his grain. He can obtain the value of all screenings taken from his grain.

The Eastern miller can obtain grain in just the condition he wants it and a competitive market at the head of the lakes can be re-established.

Your committee is of the opinion that the reforms outlined will be of material benefit to the grain growers of the state and will be a stepping-stone to a better system of inspection, viz.: Federal inspection, which would do away entirely with the many conflicting inspections established in the various states.

GUY HENDERSON.

The state of Indiana of late years seems to have a monopoly on the production of poets and novelists, and this sketch furnishes the proof that it can also produce good mechanics.

Guy Henderson, salesman and mechanical engineer, with Skillin & Richards Mfg. Co. of Chicago, was born on a farm near Lafayette in 1875, and comes of good old Virginia and Kentucky stock. At the age of fourteen he graduated from the graded country schools and finished his education in a thorough course in a business college.

In the spring of 1897 he arrived at Chicago and went to work in the office of the Weller Manufac-



GUY HENDERSON, CHICAGO.

turing Company, when he quickly gained a knowledge of the elevating, conveying and power transmission machinery business. After a connection of about five years with this firm he formed a partnership in the spring of 1902 with Fred Friedline to design and construct country and terminal elevators, and a large number of modern grain elevators throughout the country was the result of this venture.

In the fall of 1904 he withdrew from his partnership and a short time later went with the Kingsland-Kay-Cook Manufacturing Company of St. Louis and remained with this house until it discontinued business, when he accepted the position with the Skillin & Richards Manufacturing Company, which he now holds. Mr. Henderson is known very widely in the machinery trade and has traveled extensively during the course of his experience in the machinery business.

LABORATORY AT PHILADELPHIA.

John D. Shanahan of the Agricultural Department was in Philadelphia on November 21 in consultation with the Corn Exchange exporters, with reference to the establishment of an inspection laboratory in that city. Philadelphia men are ready to welcome the institution, but will have to wait until those at New Orleans and Baltimore shall have passed the experimental stage.

[For the "American Elevator and Grain Trade."]

RIGHTS OF THE PARTIES WHERE RECONSIGNED CORN GOES WRONG.

BY J. L. ROSENBERGER,

A Member of the Chicago and Cook County Bar.

A company dealing in grain at Shreveport, La., ordered from a dealer at Kansas City a carload of corn. The agreement was evidenced by the following letter:

We have booked your order as per your wire of to-day for one car of corn in shuck at 47½ cents per bushel, delivered at Shreveport, our certificate of weight to be accepted as final. The corn will be loaded and gotten to destination as promptly as railroad facilities will permit, etc.

The corn was shipped on December 18 and arrived at Shreveport on December 23 or 24. The consignee paid for the corn on the 24th by paying the draft attached to the bill of lading. The corn was not inspected at Shreveport, though by the terms of the bill of lading the right was given. It was reshipped in the same car to Lake End, a point 56 miles further on, where it arrived on the 26th, and was found to be wet, sour, rotten and worthless.

The foregoing contract, the Kansas City Court of Appeals says (Atkins Bros. Co. vs. Landa, 95 Southwestern Reporter, 949), was what is known as an executory contract for sale of chattels to be procured, and there was, therefore, an implied warranty from the seller to the buyer that the corn would be sound and merchantable when it arrived at Shreveport, the place of delivery where the sale was to be completed.

There was evidence on the part of the seller tending to show that the corn was sound and merchantable when shipped on December 18. There was also evidence on the part of buyer tending to show that it was not sound and was not fit for use when it arrived at Shreveport. The court considers that the evidence tending to show that the corn was in good condition when it left the point of shipment tended to show, by reasonable inference, that it arrived in Shreveport in like good condition six days later, there being nothing to show that it was exposed to injurious influences on the way.

So, on the other hand, the court considers the evidence tending to show that it arrived at Shreveport in bad condition, if there was any, tended to show that it left point of shipment in bad condition. As to its condition when it arrived at Shreveport, it is not reasonable to suppose that corn which was in sound condition and of merchantable quality in Shreveport would be wet, soured and rotten two days afterward at Lake End, the weather being good and the corn unexposed. If it was in that condition then almost certainly it was not sound on arrival at Shreveport.

The jury were instructed that under this contract there was an implied warranty by and from the seller that the corn would be delivered to the buyer in a reasonably fit condition for "some" purpose for which it is ordinarily used, "or" that it would be merchantable; and if the jury found from the evidence that the corn was not in a reasonably fit condition for some purpose for which it is ordinarily used and not merchantable, then the verdict must be for the buyer. By merchantable, as used in this instruction, is meant that the corn would be of fair average quality or goodness according to its kind, free from marketable defects and as such salable in the market at average or ordinary price. The use of the word "some" instead of "the," and of "or" instead of "and," the court thinks, was improper. It says that the buyer was entitled to corn that would be put to the ordinary purposes for which corn is used, and also be merchantable. The buyer, of course, has a right to use the corn himself, and, therefore, it should be reasonably fit for ordinary purposes to which such corn is put. It need not, however,

be corn of special selection or fit for some exceptional purpose. He likewise has a right to sell it, and, therefore, it should be in such condition as to be merchantable.

Another instruction the court thinks was erroneous in affirming, in effect, that if the buyer had opportunity to inspect at Shreveport before paying the draft, it could not rely upon the implied warranty of sound merchantable quality and must pay the full contract price. In other words, the instruction was grounded upon the view of the law that in executory contracts for the sale of personal property, a warranty, as a matter of law, does not survive an inspection or an opportunity to inspect by the buyer. There are authorities supporting that view, but this court believes the weight of authority and the better reason is with the opposing statement, viz., that if there be a warranty, express or implied, the buyer does not necessarily waive it by acceptance. He may accept the goods and yet rely on his warranty when sued for the contract price. The question whether he has accepted the article in discharge of the contract or has waived the warranty is one of fact to be determined by the triors of the fact.

Nor does the court regard the circumstance of the buyer having paid for the corn as a bar to his right to assert the warranty. Payment, in the situation shown, was at most, it says, no more than an acceptance. It is true that if one receives property where the quality has been warranted, and, with knowledge of the defects, accepts it without protest and pays for it, it might be held to be conclusive evidence of an abandonment or waiver of the warranty. But, in this case, the buyer made the payment before becoming aware of the defect and therefore was not embarrassed by a voluntary payment with knowledge. In some circumstances, there is a difference between actual knowledge and acquiescence in what is ascertained, and a mere opportunity to obtain the knowledge without doing so. So far as the seller is concerned he ought not to be allowed to say that the buyer is conclusively presumed to know that he has broken his contract, merely on the ground that the buyer had opportunity to know. It is doubtless true that the buyer should examine the property purchased at first reasonable opportunity. But the first and most important omission of duty, under the contract, is upon the seller, in failing to deliver what he agreed he would supply.

FINED FOR REBATING.

The United States grand jury at Kansas City on November 13 indicted Davis H. Kresky, a freight broker, and W. A. McGowen, local agent for the Nickel Plate fast freight line, on a charge of conspiracy to violate the interstate commerce act. Henry S. Hartley, also a grain dealer, was indicted on a charge of accepting rebates on freight shipments. All were arrested, but were released on furnishing a \$5,000 bond each.

Kresky acted as routing agent for a number of Kansas millers at a salary of \$5 a month each; but it is alleged that he obtained rebates on the shipments he routed, a part—about 50 per cent—of which he paid to his clients, but, unknown to them for some time, pocketed the rest himself. Not only that, but Mr. Kresky is said to have actually paid less freight than his bills to his clients called for and pocketed the difference. W. A. McGowen, local agent of the Nickel Plate fast freight line, was indicted as accessory to Kresky's operations.

Henry S. Hartley was charged with securing through irregular billing concessions of 5 and 8 cents on 500 bags cottonseed meal from Indian Territory to Carrollton, Mo.

On December 1 Hartley, who is senior member of the firm of H. S. Hartley & Co., grain brokerage, pleaded guilty and was fined \$1,000.

Professor Holden has already begun his institute lectures on corn in South Dakota.

BAUER'S STANDARD GERMINATOR.

The dependence of the modern maltster of the high class upon a reliable germinator is well understood. The competition of brewers in the production of a high-class beer is reflected upon the business of the maltster, who is compelled to be most exacting in the grading and purchase of barley from which only high-grade malt may be made. Only the germinator can show the actual malting quality of barley whose indications, so far as the eye may judge them, are often very deceptive, as instances may be recalled by every practical maltster where the germinating power of what appeared under the eye to be perfectly sound barley was very low indeed. Moreover, it is always necessary to be

both tray and cover being composed of a porous material and perforated to provide aeration, to allow the escape of surplus moisture and to lead off the carbonic acid gases developed during the germinating process. The height of the growing chamber is substantially equal to the diameter of the grains of barley, and the germinating space is of sufficient depth to receive a single layer of grains, the receptacle or chamber being large enough to receive upon its bottom 200 grains of barley (8) and of sufficient depth to receive said grains and several sheets of absorbent filter paper (9), which should be saturated with water and placed upon the layers of grain and the cover (10) placed thereon. The body (5) and lid (10) are composed of porous material and provided with vents, the body having the apertures extending through the upstanding flange

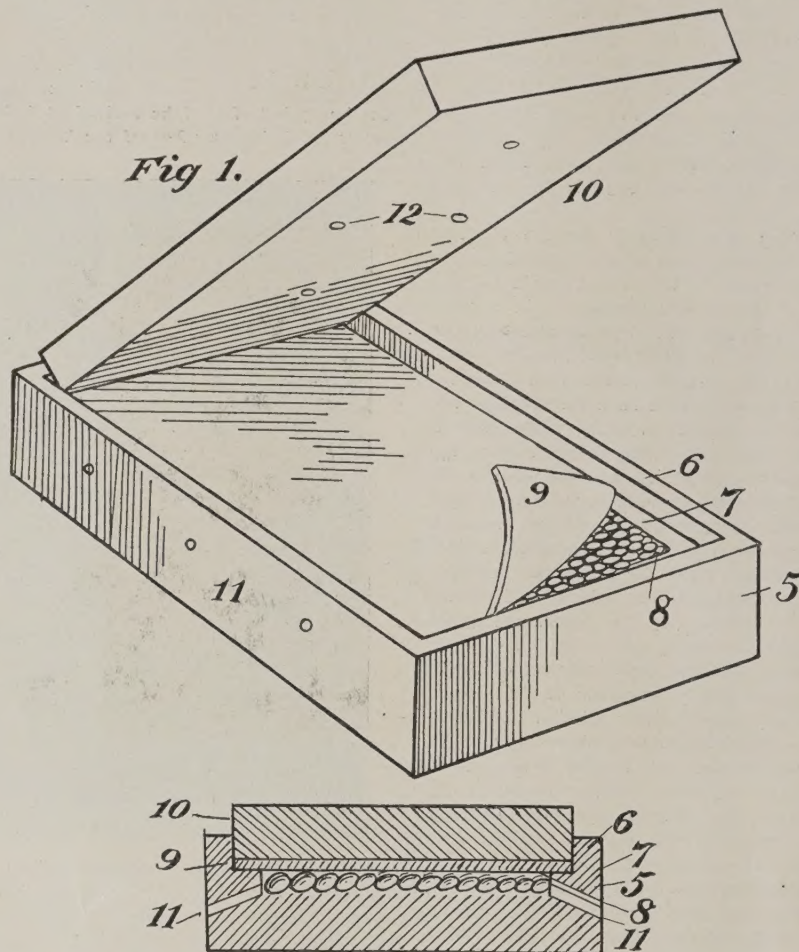


Fig 2

BAUER'S STANDARD GERMINATOR.

especially careful with old barley, whose germinating power is in inverse ratio to its age, as a rule.

But the use of the germinator is not confined to the malthouse, but one should be in the office or warehouse of every seed dealer and even grain buyer who takes the interest he should in the seed planted by his patrons from year to year—it being now conceded by agronomists that the first prerequisite of a good crop of grain is perfect seed. Only seed tested for germinating power should be planted to insure a good stand.

For general use, therefore, no germinator is entitled to higher consideration than one that is accepted for malting purposes—there can be none better. The Bauer Standard Germinator, invented by a practical maltster, aims to reproduce for barley and seed testing purposes the conditions to which the grain is subjected during the growing process in the course of malting. This Germinator consists of a shallow receptacle in the form of a tray (Fig. 1), provided with an upstanding flange (6), within which is a ledge (7) and within which is fitted a removable cover (10),

and ledge, practically in the plane of the bottom of the germinating chamber, as indicated (11), and the cover having vertical apertures (12) through its body for aerating the grain. The body of the growing chamber is slightly arched along its central portion and sloped toward the apertures (11), so that when the steeped barley is thrown into the tester, the excess water will drain off them; the apertures (11) also permit the escape of the carbonic acid gases.

The parts of the Germinator will carry all the moisture needed for the testing process, and in the course of two or three days the sprouting will have proceeded far enough to estimate the percentage of germinated grains.

The Germinator is made by the Bauer Germinator Company of Manitowoc, Wis., who will be glad to answer all inquiries in relation thereto and to quote prices, which are really very low.

Grain thefts have been a sort of epidemic around Battle Creek, Mich., and farmers have lost heavily.

ROYAL GRAIN COMMISSION.

The Royal Grain Commission of Canada has in view an investigation into the conduct of the grain business in Canada similar to that conducted by the Commerce Commission under the La Follette resolution. The Commission has no power to settle disputes—can collect facts only, and report to the government at Ottawa. Some of the testimony taken during the preceding weeks was abstracted for the November number of this paper, and that abstract is here continued to cover the Commission's itinerary in Manitoba.

At Portage la Prairie, the headquarters of the militant Grain Growers' Association, representing the producers, the Commission had barely landed from the Winnipeg train than it was bombarded with resolutions:

That there should be remuneration to owners for screenings, composed of oats, barley or wheat, taken from grain either at Fort William or Port Arthur.

That weigh scales be so placed in elevators as to be in plain view of the party delivering grain while the operation of weighing is in progress.

That wherever the quality of wheat makes it

by the Northwestern Grain Dealers' Association. He quoted the following circular sent out over the signature of Frank O. Fowler, secretary:

To All Buyers.—After the receipt of this letter you must not, under any circumstances, exceed the prices you receive from time to time for any grain. You must be absolutely certain that all grain you take into your elevator will grade what you buy or store for, otherwise do not take. If at any time you find a buyer on your market breaking prices, buying or storing off grade, or taking insufficient dockage, do not attempt to follow him, but wire immediately to this office, giving us the name of the company who has broken prices or is misgrading, or is docking insufficiently, and await instructions from us. Any complaints by wire you must follow by letter, giving all details; and in the case of misgrading or taking insufficient dockage, mail a sample. It is against the law to give back screenings or to allow them to be taken from the premises, and the government is determined to prosecute any person either giving or receiving; you must therefore govern yourself accordingly, for any fine imposed will have to be borne by yourself and not by the company. As already instructed, you must issue a regular ticket, either in cash or storage, for each and every load, as requested by the grain act. These instructions are imperative.

Dear Sir:—The above circular has been sent by



BAUER'S STANDARD GERMINATOR—SHOWING GROWING GRAIN.

eligible for any particular grade, it should be so graded, regardless altogether of any dockage. That all wheat subject to dockage be cleaned before being binned in terminal elevators.

Witnesses were of opinion that the weight per bushel of the natural wheat should be put on the grade certificate, since British millers lay stress on the weight and pay a better price for heavy wheat.

It was pointed out that the Ft. William elevators actually clean out the dockage indicated but do not pay for the screenings unless requested so to do; and that because these elevators are now passing into private hands the shippers would as to the screenings and dockings be up against an entirely new proposition. D. W. McCuaig, president of the Grain Growers' Association, said this was one reason why the resolution re screenings had been adopted.

Mr. McCuaig and other representatives of the producers presented evidence tending to support the allegation that the terminal buyers had the habit of making prices to be paid in the country by agreement among themselves.

Many complaints against questionable and arbitrary practices of the elevators and railways were heard, particularly that of mixing dirt or other grain with privately owned grain special-binned, which the law or the contract with the elevators permits.

At Brandon the editor of a local paper at Carberry was put on the stand to reply to certain queries relative to his editorial statement that prices were made on grain "going and coming"

all members of the association to all buyers throughout the country, and an honest effort is being made to carry out the above provisions. You will kindly give these instructions to your buyers and have them follow them implicitly.

Yours faithfully,

FRANK O. FOWLER, Secy.

He then filed with the Commission Mr. Fowler's protest in writing, published in the Manitoba Free Press, that the editor had entirely misapprehended the nature and purport of the circular, which was not intended to instruct "buyers" but only the agents of the line companies, the association issuing the circular being composed of elevator owners only and not of independent buyers and receivers. The elevator owners, Mr. Fowler insisted in this published protest, do not fix prices, which are in all cases based on market prices as made by the world's exchanges. Mr. Fowler closed the article, or protest, in question by saying: "I am satisfied that any person examining into the methods of our association, its aims and objects, will find that it is not a gigantic combination of manipulators, but an association formed solely with the object of economizing and saving of expense in the handling of the grain of this country. The association has no rules, regulations or understanding in any shape, manner or form, for inflicting fines or penalties on its members for not following instructions sent out from this office, and it is entirely at the option of the member whether he follows them or not."

The Carberry editor then said he guessed there

was a combine at Carberry, because all the operators there paid the same price for grain always, except that millers were allowed to pay one cent more than the grain buyers.

At Cypress River the manager of the first complained that the line elevators at points where there were farmers' elevators cut the price for cleaning and storing with a view of squeezing out farmers' elevators. He thought some means should be taken at once to have uniform charges throughout the country. At Treherne the line elevators had made the price one cent per bushel, while at points where there were no farmers' elevators the price was one and three-quarters cents. Two years ago the line elevators put it down to one-half cent per bushel. Last year and this it had been one cent. He did not want an arbitrary price fixed, but that the price should be uniform. This manager thought a wheat house could be operated to pay expenses only on one cent a bushel.

As to prices, the buyer for the Western Elevator Co. got a wire daily of the cash price for wheat to be paid for his company and he passed it on to all the other buyers in town. "If there was a change in the list price this would be at the bottom of the wire. Then each elevator got their own list price by mail. He had not to sign anything to show that he had received prices by wire and the list price he had on file in his elevator could be seen any time. He knew of no penalty for not following prices." Another witness testified that he got his cash price from F. O. Fowler, secretary, and distributed them to other buyers. He was supposed to report any breaking of prices, which was taken up at the office end, "but there was practically no reporting from the Cypress River market. There was no competition" among these buyers. The witness added that, "For his part he did not want it, for he was sure that if he paid a farmer two cents more for his wheat this year than the regular price, he would never come near him again—the farmer would be sure he had done him in some way."

Everywhere there was complaint of more excessive dockage on this year's crop than on last year's.

A Mr. Holland, president of the Holland Board of Trade, presented the case of Holland in reference to the spread between "street" and "track" prices. Mr. Holland presented a tabulated statement covering the Fort William price and the Holland street price for a period between October 2 and October 31. This showed the average price at Fort William to have been 75 and 4-23, and the Holland street price 62 and 5-23, a difference of 13 cents. After allowing 1½ cents for elevator charges, 7.8 freight to Fort William, 1 cent commission and 5 cents for the inspection of car, or 10½ cents for the whole, there was still a difference of 2½ cents, and this they thought was altogether too much.

Another farmer criticized the chief inspector and the grain standards board as playing into the hands of the buyers in the matter of grades.

At Pilot Mound witnesses seemed to be generally of the opinion that the word "red" should be struck out of all the grades where the term "Red Fyfe" is used. This was done because it has been proved beyond a shadow of doubt that bleached wheat will make as good flour as wheat of the finest color. Another point on which all seemed to be agreed was that the Northwestern Grain Dealers' Association, as it at present exists, is a "combine."

At Carman a witness suggested that all cleaning of grain should be under government supervision.

The car shortage there as everywhere came in for criticism and complaint as the source of heavy losses to producers. The present legal method of car distribution was also quite generally criticised wherever the Commission sat, as unfair to all except the man who had but a sin-

gle carload of wheat to ship the 1,000-bushel man.

At Carman a buyer for a Winnipeg house was found who never got prices from Fowler, but direct by 'phone from his Winnipeg principals or from the other buyers in town, but who "paid what he thought was right—even a little above the market price," or he "raised the grade to get business."

By November 20 the Commission got back to Winnipeg after lying at Deloraine two days tied up by a snowstorm during which no trains moved. This sitting at Winnipeg was asked for by the grain growers of Manitoba and Saskatchewan; and these, as well as the elevator interests, the Grain Dealers' Association and the Grain Exchange, were represented, the subject matter being the allegation that there existed a "combine of the grain dealers of Winnipeg to unduly depress the prices of grain to the producers."

COMBINE AT WINNIPEG?

Outside of Winnipeg there seems to be among grain producers a confusion as to the fundamental difference between the Winnipeg Grain Exchange and the Northwestern Grain Dealers' Association; and, when the Commission began its last hearing at Winnipeg, Thos. Robinson, counsel for the Grain Exchange, as a matter of privilege, was permitted to explain that difference before other witnesses were called. The reader, of course, understands that difference, without further reference to it.

F. B. McLennan, a Winnipeg dealer, was called by the Grain Growers' counsel, who explained the current methods. Buying by agents is done on a salary basis exclusively, the Exchange rules forbidding a percentage basis, and since this rule was made many firms have stopped track buying entirely. The competitors of this class of buyers are the [line] elevator men and the commission houses, the elevator men being also commission dealers. Another witness, however, contradicted Mr. McLennan by saying the rule (By-law 19, Sec. 4) did permit the employment of an agent in the country to buy at a given sum per car.

Mr. McLennan thought the rule (made two years ago) was due to the fact that the grain act permits loading of cars direct from the wagon, making an opening for track buying of farmers. In his opinion "50 per cent of the wheat would be loaded in cars direct if cars were obtainable. There is sometimes an inducement for selling in this way in the difference between the street price and the track price, the street price being the price paid farmers at the elevators by the vehicle load. The track price would be the higher frequently by five cents and sometimes ten cents a bushel, depending on the supply of cars. With a good agent as a track buyer he could obtain more wheat than a commission dealer, the agent being on the ground."

Mr. McLennan obeys the rule, but intimated that he would not mind if he could split the commission to get action by his agents.

Samuel Scott, another dealer at Winnipeg, said: "Track-buying gives certain competition with the elevators; if taken off, competition would be lessened to a certain extent. The track buyer's agent meets the farmer personally; in that way competition may be stronger. Witness held that a spread of four cents a bushel between track price and street price should be allowed when there is no car shortage. He figured 1¼ cents elevator charge, and one cent commission, and took into account the expense of handling men." Under the rule of the Exchange, "I have got to show a cent a bushel between buyer and seller; anything outside of that I could allow the agent. If the Winnipeg price were 75 cents, the agent in the country would be limited to 74 cents; there must be a cent difference if the party is a non-member. I can go on the street and pay a dollar a bushel if I choose, but on the carload must keep a cent a bushel clear. We are not supposed to split the commission. As a rule, the competition is so keen that the agent has to

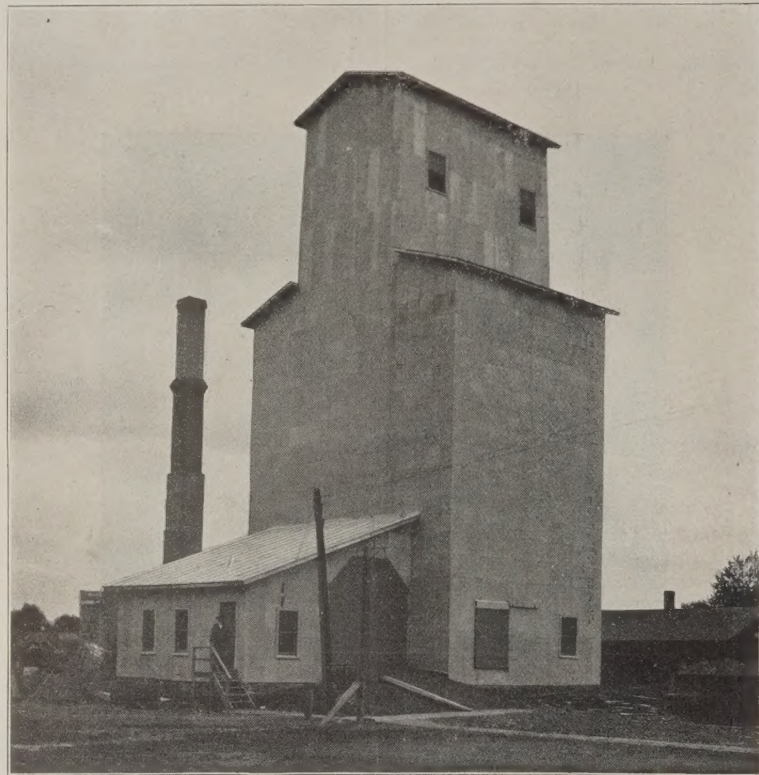
pay the limit; he may buy for less if he can. Track prices are wired out every day, and street prices whenever there is a change on the market of a cent a bushel. That might be every day, or there might not be any change for a week." He said he believed a buyer would lose on an average 15 per cent of the grades. The risk was on the grades, which, he thought, would warrant the spread of four cents a bushel. The expense of financing was also to be considered, money being locked up from now until the first of May.

E. A. Partridge, president of the Manitoba Grain Growers' Co., said his company had bought a seat on the Exchange, but had had its privilege of trading thereon rescinded on two grounds, to wit, "that we had offended against the honor and dignity of the Exchange in the publishing of certain pamphlets; and that our proposed plan for the division of profits was contrary to a rule of the grain exchange."

maximum price that purchasing agents pay the farmer for his grain at country points; that during the time when the Exchange is in session no orders are sent to purchasing agents at country points; that the secretary of the Grain Dealers' Association, representing all its members, telegraphs the purchasing agent at each country point the price to be paid each day, which purchasing agent shows that telegram to all other agents, and obtains from them acknowledgments of its receipt, which acknowledgments are returned to the secretary and registered; that purchasing agents at country points are paid straight salaries and not commissions.

GRAIN ELEVATOR AND FEED MILL.

The premises shown in the picture are those of Bokhof & Graham Bros., dealers in grain, feed, seeds and oil meal at Durand, Ill. The building



ELEVATOR AND FEED MILL OF BOKHOF & GRAHAM BROS., DURAND, ILL.

Mr. Partridge, too, seemed muddled as to the functions of a public grain exchange, for he felt that when his company had paid for its seat it had the right to go ahead and trade in any way it desired and should not be tied up by rules. "I may say," he testified, "that it leaves us in the peculiar position that we enter into an agreement that we will be governed by these by-laws, but we do it under the compulsion that, provided we do not take membership in the Exchange, we are not on equal footing with practically all the members of the trade in the West; so that it is a matter of compulsion that we take our chances of having rules passed that will limit us or restrict us simply because we do not see our way clear to carry on our membership unless we have the independent connections in the East." He thought that the independent track buyers and commission men were equally handicapped by the elevator men's influence on the Exchange.

Mr. Partridge, of course, considered the Exchange, upon which his company is now not permitted to deal, to be a "menace to and a restraint upon trade."

Not to lengthen this abstract beyond the limit of merely indicating the trend of the testimony, the following facts may be said to have been disclosed: That the closing quotation on "Change Winnipeg daily, less one cent a bushel, is the

is a good example of the many desirable elevators that the Burrell Engineering and Construction Company is putting up in Illinois and the West. It was built in 1904. It is 26x36 feet on the ground and contains eleven bins, each thirty-five feet deep; while the working floor has a 25-horsepower Atlas Steam Engine, Fairbanks Scale and Western Corn Sheller and Cleaner. Being located in a county with large and increasing dairy interests, the elevator has in connection a feed house 36x50 feet in size, in which feed is handled in carlots and where custom work is done for patrons of the elevator and farmers generally, a Monarch 18-inch Attrition Mill being in operation.

Eastern Oregon farmers have begun to demand a change in the present system of warehouse (buyers') inspection of wheat. The growers therefore propose to go to the next Legislature and ask that a state officer or inspector be appointed who shall be independent of all connection with the growers or the buyers, and who shall visit each warehouse in turn and personally sample each separate crop stored for sale, fixing its grade and quality. The subsequent sales would then be made in accordance with this grading.

PHILADELPHIA ELEVATOR SYSTEM.

Philadelphia now has five permanent and three floating elevators listed as follows: Elevator B, at Girard Point, 800,000 bushels' storage capacity and handling capacity of 150 cars, or 150,000 bushels, daily; elevator at Port Richmond, 1,500,000 bushels; elevator at Washington Avenue and Delaware River, 400,000 bushels; and the houses at North Penn Junction and at Twenty-third and Race Streets. The first two named are for export business only; the third handles both export and domestic grain, and the last two only domestic grain. The floating elevators can handle about 16,500 bushels per hour.

This equipment being deemed insufficient for the needs of the port, the Commercial Exchange has for some months been trying to secure further storage room, especially from the Pennsylvania Railroad Company. That company has balked, however, and instead of going ahead with improvements outlined some months ago at the Washington Avenue house, offered the sub-committee of the Exchange's grain committee only another floating elevator, one "discarded" at New York, and two grain barges, which the sub-committee, to the disgust of the Exchange, agreed to accept. This action was repudiated by the Exchange, who sent another committee who demanded that the Railroad Company should build a new and modern elevator at the foot of Federal Street, and also a grain drier of large capacity to condition grain for export, said drier to cost about \$30,000.

The Railroad people, however, flatly refused to agree to these demands. They said the export trade of Philadelphia is falling off and that present facilities are sufficient. In the meantime, however, the Pennsylvania Railroad Company has spent \$15,000 putting a drier into the Keystone Elevator, at Broad and Clearfield Streets, owned by the Railroad Company, but leased and operated by a private company, to which the company asks all out-of-condition grain to be sent, but the Keystone Company is persona non grata to the Exchange, of which it is not a member. The Railroad Company offers to provide track room also at Girard Point for an additional 1,000 cars; but there it draws the line.

The Exchange has not given up the fight entirely, but hopes by the establishment of a Government inspection laboratory to force the Railroad Company to establish a drier, at least, that shall be operated by someone subject to the Exchange rules. The cause of the Exchange was unexpectedly strengthened after the Railroad Company's answer was given by the difficulties encountered by the SS. Greenbank and Annie in loading full cargoes of wheat at Girard Point, which went far to show that Elevator B, owned by the Pennsylvania Railroad, is wholly inadequate to meet the requirements of the port in the delivery of grain to transient steamships. These two steamships arrived at Girard Point about November 20, the Greenbank engaged to load 216,000 bushels of wheat for the Mediterranean and the Annie 218,000 bushels of wheat for the Piræus. There being but one berth at Elevator B, the only available elevator in port for transient steamships, the Annie could not complete her loading until November 30, and the Greenbank not until December 1.

GRAIN BAGS ON THE COAST.

The high price of bags on the Pacific Coast and the ease with which the penitentiary-made bags seem to get into the hands of speculators, as well as the scarcity of jute, has already awakened the apprehensions of farmers who expect to be shippers of wheat in 1907. At the present time, when the penitentiary factory should be in operation, turning out its 45,000 to 50,000 bags a week, it is running only on part time, owing to the fact that no funds are available for the purchase of jute fiber until an appropriation is made by the legis-

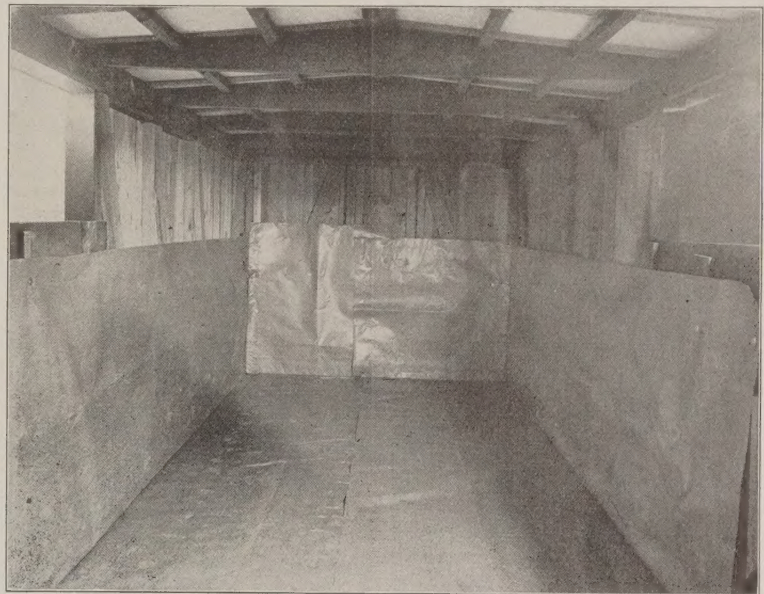
lature. This condition of things will probably add not a little to the expense of bags for 1907.

The price of jute having advanced from \$18 a bale to \$28.80, the Walla Walla Commercial Club on November 13 adopted resolutions favoring the removal of all duties on jute and jute products.

A CAR LINER.

This paper has frequently called its readers' attention to the value of lining grain cars with some cheap material to prevent leaks. This material does not necessarily have to be as strong as a grain sack, for example; in ordinary situations only a slight pressure is put upon a lining, so that a comparatively light material will stop a crack sufficiently to prevent the leakage of grain. Cheesecloth has been recommended; but Fred W. Kennedy, Shelbyville, Ind., has patented and is manufacturing a paper car liner that is cheap and seems to answer all the requirements of a lining.

It is made in sections, four of them being re-



CAR LINED WITH THE KENNEDY PAPER LINER.

quired to line the floor and sides of a car completely. Each section is 19 feet in length, 54 inches wide and 54 inches high, and is fastened to the ends and sides of the car with large tin-head caps which are furnished with the liner. It is made of very heavy pulp paper and is re-enforced at the points of most pressure, i. e., at the ends and along the edges and corners, by being doubled and securely glued. The accompanying picture will give an idea of the construction and method of installing the liner in the car.

It is interchangeable and adjustable, and as furnished is made to fit a car 36 feet long; but if a shorter car is to be equipped, the overlapping sections will conform to the desired size of the car and, in fact, will add more strength to the liner at these overlapping points. Liners for cars over 36 feet long can be furnished on special orders. The cost is but a trifle, as a liner of the best grade is sold at \$1.30 each, while the No. 2 and No. 3 grades are sold at \$1.20 and \$1.10, respectively. As about only one in four of the cars furnished for loading should need a liner, the average cost of protecting your shipments is but 30 cents per car.

The manufacturer recommends the use of the best grade of liner; but on shipments of oats or other lightweight grain, the cheaper grades may be used as advantageously as the higher priced liner.

Wheat in Washington stacked in bags outside the warehouses has been damaged by rain at some stations.

THE PENALTY CLAUSE.

There was hope that the penalty clause, rightly so called, incorporated in the by-laws of numerous farmers' co-operative elevator companies, would come to a hearing in the courts of Illinois in the case of the Knight Grain Company against the farmers' elevator company at Monticello; but as the latter elected to buy out their rival's business, the case, in all probability, has petered out.

The ordinary form of the "protection clause" of co-operative company by-laws is substantially as follows:

WHEREAS, said is a corporation organized in part for the mutual benefit of the stockholders thereof; and

WHEREAS, the welfare and success of said depends largely upon the patronage of its stockholders; therefore, be it

RESOLVED, that Article of the by-laws of said be amended by adding thereto a section to be known as Section, in words and figures following, to wit:

Every stockholder of this company, except as hereinafter provided, shall sell all the grain which he markets to this company unless this company

refuses to purchase the same at a fair and reasonable price in the city of in the state of after a reasonable request so to do made by said stockholders;

Provided, however, that if any stockholder shall reside or his grain be raised miles or more nearer a market other than and he hauls to, and sells his grain at, such other market, he shall be exempt from the foregoing provision.

Any stockholder of this company who shall violate the foregoing provision first above mentioned shall, within thirty days of the delivery of said grain, pay to this company, as and for liquidate damages due to this company for such violation, and not as a penalty, the sum of per bushel of grain so sold in violation of said provision.

The amount or amounts for which any stockholder becomes indebted to this company on account of any violation or violations of any provision or provisions of this by-law shall immediately become and constitute a lien upon and against the stock of any stockholder guilty of a violation of this by-law, also upon and against any sum or sums due to become due to said stockholder from this company.

Another form of this clause, used in some cases coming to our attention, is as follows:

Every stockholder of this company.....shall sell all grain which he markets to this company, unless this company refuses to purchase the same. Anyone of this company who shall violate the foregoing provisions first above mentioned shall, within thirty days of the delivery of said grain, pay to this company, as and for liquidated damages, due to this company for such violation and not as a penalty, the sum of one-half cent per bushel of grain so sold in violation of said provision.

Now, the effect of neither of these clauses of the said by-laws, considered from a legal point

of view as a force in restraint of trade, has ever been passed upon, so far as we are aware, by a court of respectable jurisdiction, except indirectly, as heretofore noted in these pages. Recently, however, a lawyer of the first rank in ability and experience, a member of the bar of a Western state, prepared for a client an opinion on the second of the clauses quoted above, which we are privileged to reproduce. The opinion does not go to the question of "restraint of trade," but it does clear up the status of the stockholders under it. The opinion is as follows:

"I am of the opinion that if a member of the association should refuse to pay the penalty, the association could not, in an action at law, recover the same from him; and this upon the ground that the one-half cent per bushel provided for, to be paid by the member on the grain sold to other parties, is in fact a penalty and not liquidated damages.

"True, the article provides that the amount to be paid shall be paid as liquidated damages and not as penalty. It is, however, well settled by the decisions of the courts that the terms descriptive of the amount to be paid are not conclusive, and that a sum denominated liquidated damages by the parties may nevertheless be held to be a penalty. Whether the sum to be paid is to be treated as liquidated damages or a penalty depends upon the intention of the parties, which is to be arrived at by consideration of the instrument as a whole, the situation of the parties, the subject matter of the contract, and all the circumstances surrounding its execution.

"It is perfectly apparent that the failure of a member of the association to sell his grain to the elevator company can result in no direct damage to the association. Where one contracts to deliver grain to another, the measure of damage for failure to deliver is the difference between the contract price and the market value at the time and place of delivery. One who has purchased grain of another who fails to deliver can suffer no direct damage unless the contract price is lower than the market price. If the contract price is higher than the market price, the buyer gains rather than loses by the failure to deliver. If the contract price and the market price are identical, the buyer loses nothing by the failure to deliver, for the reason that in the contemplation of law, and as a matter of fact, he can go into the market and buy other grain at the same price that he was required to pay the defaulting seller. The article under consideration requires the member to sell all his grain to the association, but does not fix any price which he is to receive therefor. No price being fixed by the contract, the law would fix the price as the market value at the time and place of delivery.

"The contract, in effect, then, is an agreement to sell grain at the market price. For failure to deliver under such contract there can be no damage to the seller if the buyer refuses to take the grain, because the seller can go into the market and sell his grain to others at the market price. Neither can there be any damage to the buyer for failure to deliver, as he can also go into the market and buy other grain to take the place of the grain which the seller has failed to deliver.

"As no actual damage can result from a breach of the contract, it is clear that the one-half cent per bushel which the seller agrees to pay the association for all grain sold to others is not intended by the parties as the measure of compensation for breach of the contract, but is intended rather as a punishment for default. In other words, it is a penalty, and being such, it could not be recovered in an action at law.

"This view finds support in other provisions of the article under consideration not heretofore noticed. It will be observed that the member is bound to sell all his grain to the association except in the few instances specified. The company, however, is not bound to buy the grain,

provided it lacks room to handle it. It is, then, provided that in such case 'the manager shall give a written statement to that effect, and anyone holding such statement shall be exempt from paying the one-half cent per bushel, provided he sells such grain within five days of the date of said statement.'

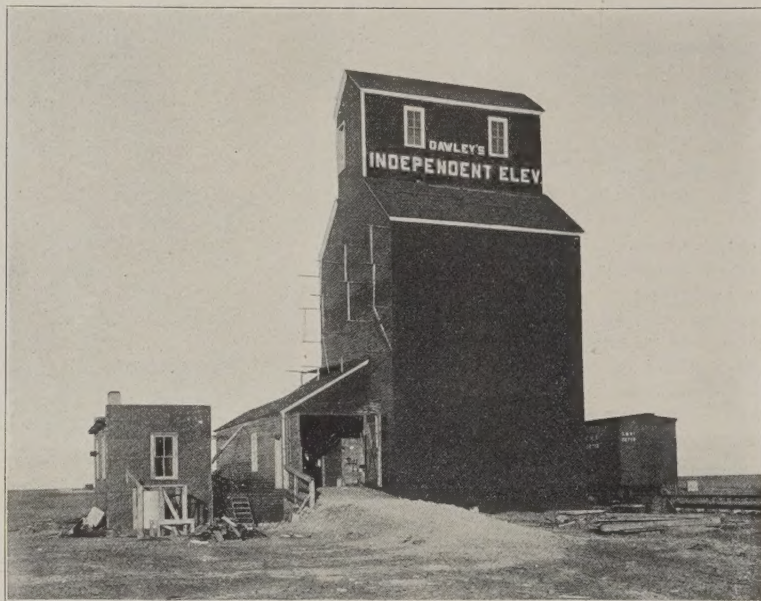
"Now let us for a moment analyze this remarkable provision. The member, carrying out his contract in good faith, brings a load of grain to the elevator company, which it refuses to accept on the plea that it hasn't room to handle it. The member of the association is then at liberty to sell his grain elsewhere. One would suppose that, as the elevator company had refused to accept the grain, the member would be relieved from any further obligation with respect to the grain that has been rejected. It is clear that the company has, in this instance, sustained no damage for failure to deliver, which it could recover in any court, for the failure to deliver is not the fault of the seller but of the company itself. If the one-half cent a bushel was intended as liquidated damages, the company's

for failure on the part of a member to deliver grain to it, and the one-half cent provided for being in the nature of a penalty, no action would lie by the association to recover from any member the amount specified in the contract.

"Again, there is a want of mutuality in the contract. The member agrees to sell all of his grain to the company except in certain specified instances. The company, however, does not agree to buy all of the member's grain not coming within the exceptions. It only agrees to buy it in the event that it has room to handle it. Contracts binding in law must continue mutual obligations. There can be no enforceable contract to sell unless there is a corresponding obligation upon the part of the purchaser to buy."

DAWLEY'S INDEPENDENT ELEVATOR.

R. S. Dawley of Antler, N. D., has been in the grain and lumber business since 1883 as agent for different companies operating in Minnesota, Iowa and South Dakota. He was agent



R. S. DAWLEY'S ELEVATOR AT ANTLER, N. D.

refusal to receive the grain for any reason would surely end the matter, so far as that transaction is concerned. But under the terms of this article the seller is only to be 'exempt from paying the one-half cent per bushel' provided he sells such grain within five days of the date of such statement.

"Suppose the farmer, the elevator company having refused to accept the grain tendered, hauls it back home and puts it in the bin and leaves it there for a week. He then concludes not to sell it at all but to feed it to his stock. By the terms of the article under consideration, not having sold the grain within five days, he is not exempt from the payment of the one-half cent a bushel.

"Again, suppose that after the expiration of the five days he sells this same load of grain which the company has refused to accept to another elevator company. In such case, he is not exempt from the payment of the one-half cent a bushel. Here the elevator company has sustained no damage which it could recover, for the reason that it has refused to accept the grain when tendered, and yet it demands one-half cent a bushel on that identical grain, unless the owner of it sells it within a limited time.

"In the opinion, reading this article in the light of all the surroundings, and considering them as a whole, the one-half cent per bushel provided for in case of prohibited sale is a penalty pure and simple. The elevator company in no conceivable case could sustain any direct damage

of the Minnesota and Western Grain Co. for twelve years. But recently he went into business on his own account as an independent buyer, and has built at Antler the elevator shown in the accompanying picture.

The photograph was taken before the house was entirely completed, although ready to receive grain. Part of the staging remains, and the outside stairway was not yet built; but it shows up as a well-built and convenient elevator.

The house is 28x30 feet on the ground and 40 feet high to top of cribbing. The equipment is a 6-horsepower gasoline engine, Fairbanks Scales and Dump and Owens Flax Cleaner. The storage capacity is 27,000 bushels and the handling capacity 1,200 bushels per hour.

Broom corn brush continues to bring very high prices, one lot of 110 tons at Arcola, Ill., yielding the grower \$11,000 in cash. This crop required just 110 days of the farmer's time from the time the seed went until the check was banked. This year's crop has about all passed out of growers' hands.

Because Boston's grain exports were not up to the mark for the last four years, the N. Y. Central, controlling the B. & A. R. R., has asked the Massachusetts Railroad Commission for the privilege of using for other purposes the \$1,200,000 bonds which the Commission, on January 1 last, authorized to be used for the building of a grain elevator at East Boston.

[For the Uniform Grades Conference.]

WHAT THE GOVERNMENT IS DOING ABOUT GRAIN INSPECTION AND WHY.

BY JOHN D. SHANAHAN,

Grain Standardization Expert, Bureau of Plant Industry.

"When some great change in existing conditions is felt to be impending, and the minds of men are ill at ease, we do not look for exact discrimination in the public discussion of fundamental questions. The mood of apprehension is not favorable to precision. It contributes rather to the mixing up of things, which Carlyle says is the 'great bad'; and, where with apprehensions are commingled a deep indignation over wrongdoing in high places, a profound sense of injustice that ought not to be borne, and pity for those miserable ones upon whom the weight of injustice falls, it is peculiarly difficult to think otherwise than passionately, which means crudely and vaguely, about cause and remedy."

These are the opening words by Franklin J. Geddings, professor of sociology in Columbia University, of a magazine article published last month; and they seem to me to be an able summing up of conditions prevailing more or less throughout our country to-day and can be applied to a certain degree to the grain trade in connection particularly with the thought of federal control of inspection or federal control of grain grades. The trade has had experience with all sorts of grain inspection, from that of private inspection to that controlled by states, and all has been found very unsatisfactory; and that is the reason you are met here to-day. I have given this question a great deal of study from a practical viewpoint and had come to the conclusion long ago that the cause of this unsatisfactory condition can be found in the fact that the grades of grain have no basis, or foundation, that can be definitely measured, and that there could be no satisfactory inspection and grading of grain until these defects in the system were corrected.

Conditions in the cloth trade would be similar if there was no standard yardstick, or measure; or, there would be an added cause for dissatisfaction, even in the grain trade, if a pound was legally sixteen ounces in Chicago, fourteen ounces in New York, and every city or community were allowed to make its own standard of weights.

In the grades of grain, as they now exist, there are but two or three tangible factors stated which could or would be recognized by a court of law; namely, the test weight per bushel, the requirement of sound grain in some grades, and such cases where definite percentages are required. In the case of the test weight per bushel there is no standard operation required for making this test, and any grain man knows that a difference of from one to three pounds per bushel can be made with some grains by varying the mode or method of filling the test kettle.

It would seem that there should be no question as to what constitutes sound grain, but I have found that there is, especially in the out-inspection of some markets.

As to percentage requirements, there is no stated rule as to how the determinations shall be made.

Outside of these very indefinite requirements, the rules for grading grain in the different parts of the country do not mean much of anything, and because of this weakness they are often manipulated for the benefit of those the least honest and straightforward in the trade.

From its experience with what is known as political inspection, and mainly on account of causes I have just mentioned, the trade generally is in such a state of mind that it revolts at the mere mention of the Government in connection with inspection matters. But, for the purpose of speculation only, let us suppose that Congress should pass a federal inspection law for interstate and foreign commerce. Such a law would

undoubtedly be administered through the United States Department of Agriculture, where the grades would be put upon a definite and readable percentage basis. Inspectors appointed under such a law would be appointed only after passing a rigid civil service examination as to their fitness for such a position. I merely mention this in order to get at the thought, Would such a condition be better or worse than that now existing? But I am not here to talk Government inspection, but to explain as clearly as I can what the United States Department of Agriculture is trying to do under the existing law.

In the appropriation bill for the Department of Agriculture for the year 1907 the following clause occurs in the appropriation for the Bureau of Plant Industry:

To enable the Secretary of Agriculture to establish, at such points of export as he may deem expedient, laboratories for the purpose of examining and reporting upon the nature, quality and condition of any sample, parcel or consignment of seed or grain, fifteen thousand dollars, or so much thereof as may be necessary; and the Secretary of Agriculture is authorized to report upon such samples, parcels or consignments from time to time, and the reports so made shall serve as a basis for the fixing of definite grades and for the issuing of certificates of inspection when requested by the consignor or consignee of any grain entering into interstate or foreign commerce.

In carrying out the provisions of this clause, two laboratories have been established at the present time, one at Baltimore, Md., and the other at New Orleans, La. These laboratories are equipped for determining the simpler factors of quality and condition in samples of grain, such as the percentage of foreign material, damaged grain, moisture, the weight per bushel, etc. The results of this examination are being stated on a percentage basis on printed blanks, which constitutes the certificate mentioned in the bill. It is not practicable at present to correlate the percentage factors above referred to with existing grades. For the present, therefore, no attempt will be made by the laboratories to define existing commercial grades any further than is indicated by the statement of the actual condition of the grain on a percentage basis.

For the purpose of perfecting the methods of grading, these laboratories will secure samples in every practicable way, submitting them to the various tests recommended. Whenever a report is required by the consignor or consignee of any sample, parcel or consignment of seed or grain, the sample is submitted to the laboratory by the person or his accredited agent, with a statement of the name of the person submitting it, the date of submission, the identification mark, the quantity of grain represented by the sample, and the location of the bulk, either in steamer, elevator or car. Upon receipt of such samples the laboratory makes the examination requested within the limits fixed, in accordance with the blanks previously referred to, or with such modifications as may hereafter be approved. The head of the laboratory furnishes the report at the earliest practicable moment to the person requesting the examination or to such other person as he may designate in writing on the application requesting the examination. A press or carbon copy of every report furnished is kept by the laboratory. The records referred to are not open to public inspection except by properly accredited Government officials or others authorized by the person submitting the sample.

In order to accurately determine the effect of the varying conditions of grain or its deterioration in transit, an agent has been placed in certain foreign ports for the purpose of securing definite information upon specified shipments which have been previously examined here. This work will be confined principally to corn. This phase of the work has already been in progress for more than a year and much valuable information has been obtained. It is believed that eventually data can be secured which will enable the shipper to handle corn with much less lia-

bility to loss and with greater satisfaction to the foreign buyer.

The question of grain grades has been under investigation by the Bureau of Plant Industry for some years, and the Bureau consequently has a great deal of information, evidence and data on the subject. This would enable us in a way to formulate grades of grain on a percentage basis, but we feel, owing to the importance of the question, that we have not as yet sufficient knowledge for a basis that would be unassailable.

The object of these laboratories is to study and investigate the question in connection with the grading of grain that are as yet unanswered. One of the results of the investigation up to the present time is the development of a moisture testing apparatus, with which the moisture content of a sample of corn can be determined in twenty minutes, where formerly 72 hours were required. Experts in the Department are now working on apparatus with which we expect to measure quickly the hardness and strength of wheat and other grains. There are other questions, such as local and climatic conditions, to be investigated before final conclusions are drawn.

The method of grain inspection and grading was first instituted and used in the United States and for many years was more or less satisfactory. But of late years it has fallen into disrepute and has been generally unsatisfactory. The reasons for this are many, but principally because the grades have no sound basis, and in this respect the methods of inspection and grading have not kept pace with the growth of and improvements in the methods of handling the grain trade.

Answering the question, "What right has the Government to interfere in the matter?" I wish to say that the United States Government, through the United States Department of Agriculture, as well as the agricultural departments of many states, have spent vast sums of money in endeavors to improve the quality and consequently the value of the products of agriculture of the country. This money has been returned to the nation many fold through increased values of its products of agriculture by virtue of more intelligent selection of seeds and crops and the caring for, harvesting and marketing of the same. Consequently the Department has a right to be interested in the marketing of the results of these labors, of which grain inspection is a factor, and can work good or harm according to the manner in which it is administered.

Most markets have in their rules for grading corn specifications for No. 1 corn, mixed, yellow and white, but to my knowledge they are seldom used. This does not do justice to the producer of corn that is entitled to that grade and has a strong tendency to defeat the work of the Department in its endeavors to induce the farmer to use care and intelligence in his work. Again, it is important that a satisfactory export market be maintained for the benefit not only of the producer of grain, but for all who are interested in the trade.

Export conditions at the present time do not seem to be entirely satisfactory, as is shown in the following extract from the opening address of Mr. R. A. Patterson, president of the London Corn Trade Association, to the assembled representatives of the various corn trade and millers' associations of Great Britain and Continental Europe. He says in part:

Before reciting the grounds of complaint—and the serious complaints, too—of the present system, I wish to say very explicitly that I have no desire to make wide and sweeping charges against the American grain trade as a whole. I have for many years been engaged in the grain trade here and in America, and I believe that the great majority of the American trade are fair-minded and honorable. I will go further and say that, considering the absolute and one-sided power conferred on American shippers by these finality certificates, few countries would have done so large a business for so many years with such average fairness. But such power is apt to lead and has led to abuse. Of that there can be no doubt at all, and, whatever the merits of the system may have been at one time, we are now all agreed

that, at least during recent years, we have had increasing cause for complaint of errors or worse in certifying. For one thing, we no longer find any desire among the people on the other side of the Atlantic to inquire into mistakes, and there would seem to be a growing disposition, even among the best known and respected grain boards, to stifle inquiry and disbelieve complaints, or to treat them with calm indifference. It is not my purpose to burden you with details, but two typical cases may fairly be cited. We had complaints as to No. 2 Hard Winter Wheat, in which there was not only old wheat in new crop, but a large admixture of badly damaged grain. We wrote to the southern board who certified it, only to get the reply that "we conceive it to be our principal duty to move our crop." Can cynicism go farther? Then there were shipments of corn, certified No. 2 and sail grade, and therefore naturally guaranteed to stand a long voyage, but arriving thoroughly bad after a very short voyage by steamer. Our complaints to the association giving the certificate merely elicited the rejoinder that, "It is the fault of the buyers for purchasing during the germinating season." It seems to me that the disposition now is that buyers know what to expect, and that therefore shippers and inspectors no longer have any responsibility. Well, we do know, and all are agreed to end or mend the present system.

The foregoing, taken in connection with what our agent learned while in Europe during last winter and spring, shows that our certificated grain is being discredited in European markets in a way that is anything but healthy to that trade. These conditions are due to some extent to the use of inspection itself as a factor of competition in the trade. This same competition is also noticeable in the inspection of the interior markets, and is used by the trade as a club with which to bring the inspector to their particular view of the matter, and any falling off in the receipts in a market that draws its supplies from competitive territory is laid at the door of the inspection department. As a matter of fact, the inspection question is in such a condition to-day that an inspector must take heed of such conditions, and you know the result. It is claimed by some men in the trade that a uniform grading is not practicable, but I am and have been convinced, since the meeting of the Chief Grain Inspectors' National Association in Philadelphia in 1902, when samples of grades from a dozen different and widely-separated grain markets were assembled and inspectors' views on the subject of grading exchanged, that there was a well-defined line drawn by each inspector as to what grain grades should be, and that these lines could be expressed on a definite percentage basis without any doubt. This was especially true of corn. As it is now possible to have a positive check on the judgment as to the moisture contents, it should be an easy matter to draw up rules for grading corn on a definite percentage basis. In order to give encouragement to the farmer to produce good grain, to broaden our foreign markets and to preserve the integrity of our grain inspection system, it would seem necessary that the feature of using inspection departments as a factor of competition should be eliminated and that the grades should be put on a definite basis. In doing the latter it is not at all necessary, so far as I can see, to go so deep into the question that none but chemists or scientists could be inspectors, but a vast improvement could be made along that line by the average intelligent inspector who is doing the work to-day. If your yardstick is of a legal or recognized standard length, it would seem not to matter much who used it or who did the measuring.

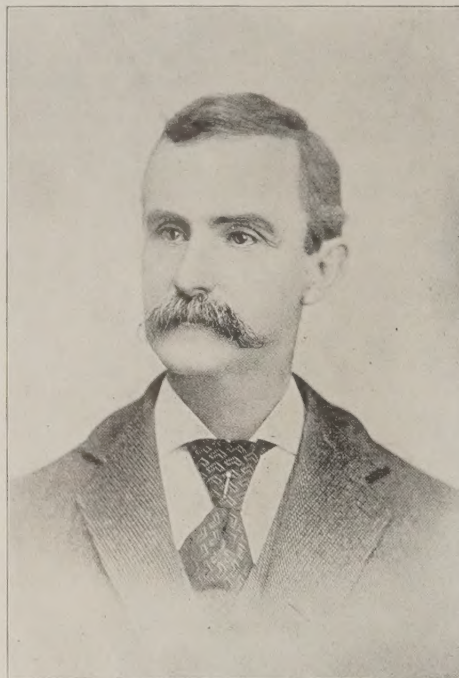
The Bureau of Plant Industry of the United States Department of Agriculture is to-day engaged, among other things, in attempting to improve agriculture and, consequently, the wealth of the nation—an investigation with a view toward pointing out to you the equitable length of your yardstick, or, failing in that, to show you new ways of recognizing values in grain. We should like you to think upon this project without passion, not crudely or vaguely, but with wisdom and foresight. There is a great possibility that

the use of the Department's facilities may be of great use to you men who are too busy making money to think of other things, and your experience may be that of others who through familiarity with the Department have come to look upon it as a friend and a help rather than an enemy and antagonist, and in the spirit of a possible friend and help we invite your co-operation in this project of grain standardization.

DEATH OF Z. K. WOOD.

Zeno K. Wood of Mt. Pulaski, Ill., died at that place on Thursday morning, November 22, having been in poor health for about eighteen months.

Mr. Wood was a native of Yarmouth, Mass., and was born on September 29, 1841. His parents came of an old Massachusetts family of Welsh origin, who were seamen and patriots in the days when



THE LATE Z. K. WOOD.

both were of necessity heroes. Mr. Wood's father, who was born in 1809, was a whaler and merchantman out of New Bedford for many years, but closed his career as a merchant in New Bedford, where he educated his son. Zeno had not yet attained his majority when the Civil War broke out, whereupon he enlisted as a member of Company A, 41st Mass. Vol. Inf., afterwards the 3d Mass. Cav. In the course of his service, Mr. Wood was with his regiment at New Orleans, in 1864, where he was concerned in the enlistment of Union troops, and when mustered out of the Massachusetts service, became a second lieutenant in the 1st New Orleans Vol. Inf., a regiment he had helped to organize. He was subsequently promoted to be first lieutenant, regimental adjutant, and finally assistant adjutant-general and aide-de-camp on the staff of Gen. W. T. Sherman. He was discharged at New Orleans on June 1, 1866, with the personal recommendation of General Sherman to a commission in the regular army.

On leaving the army, Mr. Wood entered the service of the C., B. & Q. R. R. Co., in the freight auditor's office, but after a year, went to Kansas to engage in cattle ranching. He came to Illinois in 1875, locating at Latham, Logan County, where he engaged in the grain business. In 1881 he went to Mt. Pulaski, still continuing his business at Latham. He had as a partner at Latham, in 1878, Peter Maus, and from 1879 to 1898, he was a partner of Jonathan Combs at Chestnut. When Mr. Combs retired, the business at Chestnut was sold, and subsequently a partnership was formed

at Mt. Pulaski with M. J. Kautz, as junior partner of Wood & Kautz. When Mr. Wood was compelled to retire, some eighteen months ago, the Latham business was disposed of.

Mr. Wood was prominent as a member of the Masonic Fraternity and of the G. A. R. and the military order of the Loyal Legion. He also took a deep interest in such local bodies as the school board, the city council, and was for three years secretary of the Board of Trustees of the Illinois Asylum for Feeble Minded Children at Lincoln.

He married Sarah J. Chase of Macomb on October 22, 1879. They had two children, one a son, now a Chicago newspaper man, and a daughter, Margaret, at home. His wife also survives him. The funeral took place at Macomb.

Mr. Wood was a conspicuous member of the Illinois Grain Dealers' Association, which he served one or more years as member of the Executive Committee. As a business man he stood high among those whose reputations for honesty, fair dealing and consideration of others have made them prominent in the trade of this great state.

ISSUE JOINED AT WINNIPEG.

The rumor that the Dominion government would take official notice of conditions at Winnipeg and proceed to dislodge a "grain trust" there has been anticipated by the filing in a local police court of a complaint by D. W. McCuaig of Portage la Prairie, president of the Grain Growers' Association, against J. C. Gage, J. G. McHugh and John Love, charging that the three men named did "conspire, combine, agree or arrange with each other to restrict or injure trade or commerce in relation to grain."

The complaint was based upon testimony taken before the Royal Grain Commission, which on its face tended to show that the price of wheat is sent out daily from the Grain Dealers' Association's headquarters in Winnipeg, and that rather strong efforts are used to keep the trade in all its branches to the price thus sent out. Other evidence was presented tending on its face to show that pooling of elevator interests has been indulged in upon divers occasions, which had the effect of equalizing the receipts of wheat at points where a number of different elevator interests were located and that elevator charges have been reduced to a figure which debarred profits from the charges thus fixed. Several of the elevator men expressed the opinion that the methods adopted by them were perfectly proper and consistent with a right conduct of the grain trade.

The farmers, however, who are behind this complaint, believe that these methods are not in accord with the laws of Canada, and this is the question that is to be thrashed out before the issue which will be raised at the preliminary hearing of the case to be held immediately in the Winnipeg police court shall have been finally disposed of.

TAXING GRAIN AT SUPERIOR.

The movement at Superior, Wis., to tax the local elevators out of existence by an exorbitant assessment of the grain in store was brought to a climax on November 20, when Judge Vinje of the Circuit Court issued a writ directing the taxing body of that city to show cause why assessment placed on grain in the Globe Elevator Company's warehouses for the year 1906 should not be declared void. The Board of Record had assessed the grain at a figure that would represent a tax amounting to \$65,000. The complaining company claims that the grain found in the elevators on the first of May should be properly classed as commodities in transit in interstate commerce, and not subject to local taxation.

In the meantime, the city council agreed to settle a controversy over a similar tax on the G. N. property for 1905 at sixty per cent, which was thereupon paid, but the mayor vetoed the resolution.

[For the "American Elevator and Grain Trade."]

CAR SHORTAGE AND INEFFICIENT RAILROAD SERVICE.

BY F. S. RUTHERFORD.

From Oklahoma to the Lakes, from Atlantic to Pacific,
Supply of cars is woeful short—is something most terrific.
The wheat is lying on the ground, like corn, without a shelter,
For lack of cars to ship it out—railroads are out of kilter.

Grain elevators bulging full and groaning with their burden,
Collapsing every now and then, rebuking Transportation;
Rebuking them who, at the helm of railroads of the country,
Essay to care for shippers' needs; but, oh, what bold effrontery.

The railroads say prosperity is causing all this worry,
And so the people all should wait and not be in a hurry;
Would have us wait for cars to load until the grain is spoiling,
Thus bringing to us only loss for all our weary toiling.

If railroad managers could see how very inconsistent
Their arguments appear with facts, they'd be much less insistent;
If they'd charge demurrage to themselves and move the freight when gotten,
The cars would hardly be so scarce and service not so rotten.

But when they get a car of freight they hang to it like leeches,
Not caring if the grain or hay the consignee e'er reaches;
They will leave it on a siding until covered o'er with moss,
It's little that the railroad cares how much the shippers' loss.

They will keep a car in transit for a fortnight, month or more,
That could make the journey easy in a couple days or four;
So it isn't any wonder empty cars are hard to find,
That the roads in filling orders often fall so far behind.

Oh, how quick to charge demurrage if the consignee delay
Releasing their equipment for a portion of a day;
How keen to mulct the shipper for a dollar any time,
But there's no reciprocation by the roads for e'en a dime.

If the railroads of the country would but hustle with the freight,
And move to destination at a little faster gait,
They'd find supply of empties would be plenty all the while,
And the shippers of the country would put on a pleasant smile.

St. Louis, December 7, 1906.

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

RE NATIONAL DEMURRAGE LAW.

Editor American Elevator and Grain Trade:—
"Would a national demurrage law be a good thing for the entire trade and should measures be begun to secure such a law?" To this we answer, yes. As our business is largely interstate, we do not see how it could be handled in any other way, as the several states have no jurisdiction beyond their borders.

Yours truly,

KIMBALL-FOWLER CEREAL CO.,

Kansas City, Mo. Geo. W. Kimball, President.

WILL START A DISTILLERY.

Editor American Elevator and Grain Trade:—
Kindly give me names of manufacturers of distilling machinery. We are talking of putting in an alcohol plant here, but must begin at the bottom, as we know nothing about it. Any information further than what we see in your and other papers is what we are looking for.

Thanking you for the kindness, I am,

Truly yours,

Scotland, S. D.

F. L. WHEELER.

SHOULD HAVE GOOD SERVICE.

Editor American Elevator and Grain Trade:—
We are sure that every section should have as good service from a railroad as any other, and that all the good laws should be put into force throughout the whole United States; so you can see that we are very much in favor of a national demurrage law. We think the great good would be that the roads would then have cars enough to supply shippers and be more anxious to have them moved.

Trusting that your interest may bring a good result, we are,

Yours very truly,

BEACH-KEEVER GRAIN CO.

Kansas City, Mo.

AGRICULTURAL TRAIN IN OHIO.

Editor American Elevator and Grain Trade:—
The first "Special Agricultural Train," under the management of the College of Agriculture of the Ohio State University and assisted by the Ohio Grain Dealers' Association, will be run by the Cincinnati Northern R. R. on December 26, 27 and 28. The train will consist of two cars, one for grain (principally corn) and the other for alfalfa.

The first stop will be at Germantown, Montgomery County, Ohio, at noon on the 26th; thereafter the schedule will be as follows:

West Alexandria, Lewisburg, Savona and Greenville, spending the night at Greenville, where a public meeting will be held.

The first stop on the 27th will be Ansonia, then New Weston, Coldwater, Celina, Rockford and Van Wert, spending the night at Van Wert on the 27th, where a public meeting will be held.

The first stop on the morning of the 28th will be at Scott, then Paulding, Sherwood, Bryan, ending at West Unity.

Every arrangement is being made to make this, the first of a series of "Corn Specials" for this state, a great success.

The instructions will be given by Homer C. Price, dean of the College of Agriculture, O. S. U.; Prof. J. A. Foord, agronomist of the College of Agriculture; Professor Williams, agronomist Ohio Agricultural Experiment Station; L. H. Goddard, assistant director and field representative Ohio Agricultural Experiment Station. J. W. McCord, secretary Ohio Grain Dealers' Association, will accompany the train and will have with him E. A. Culver, chief inspector of the Toledo Produce Exchange, and several prominent grain dealers, members of the Ohio Grain Dealers' Association. Arrangements are being made with the grain dealers along the line of the route to insure a large attendance of the farmers, and a special effort is being made to have the farmers and the dealers co-operate jointly in the interest of the enterprise.

Yours respectfully,

Columbus, O.

J. W. McCORD, Secretary.

NEW WISCONSIN COMMISSIONER.

When the Wisconsin legislature convenes in January, it is expected that Governor Davidson will appoint W. C. Macfadden to be member of the Wisconsin Grain Commission vice M. F. Swanson, resigned. The law provides that the vacancy shall be filled by a North Dakota man, and it is understood the governor-elect of North Dakota will make the necessary recommendation of Mr. Macfadden, although Governor Searles of North Dakota has already recommended W. D. McKillop.

Mr. Macfadden is a member of the North Da-

kota Bankers' Association, which has taken so conspicuous a part in the agitation going on in North Dakota against terminal methods and inspection at Duluth, and in the movement to give respectability to the Superior Board of Trade in spite of the fact that it is controlled almost absolutely by bucket-shop operators, who are using the North Dakota bankers and their grain-shipping friends as a cloak of respectability to cover their own want of character as a grain exchange.

FEDERAL INSPECTION.

The federal inspection question is receiving quite a boost these days and there is no doubt whatever that if the uniformity promised and expected of federal inspection could be assured, ninety-five per cent of the grain trade would become immediate advocates of it.

In Duluth sentiment, among those who have given thought to the matter, is about equally divided. Those favoring no change point out that as far as Duluth wheat is concerned the inspection certificate is accepted as final everywhere and that Duluth No. 1 Northern certificate commands a premium over the No. 1 Northern of any other market. They also say that uniformity cannot be obtained by federal inspection and point to the two Minnesota markets, Minneapolis and Duluth, both under the same chief inspector and with a constant interchange of samples and ideas, and it is well known that there is, at times, quite a little difference in the grading, says the Market Record.

The present year is a noticeable example of the personal equation in the matter of wheat grading. At Duluth hardly anything but the choicest sort of wheat is coming and all inspectors are liberal, knowing that the large quantity of good wheat will carry the small quantity of line wheat, while in Minneapolis there is so much poor wheat that the line stuff invariably bases the benefit of the doubt.

Advocates of federal inspection, and they are many at Duluth, admitting all of the above arguments, point out that under federal inspection there could be no question about the identity of a particular lot of wheat carrying through from its western point of origin to the seaboard.

And in the matter of dockage this is a matter of much importance. Undoubtedly foreign buyers would welcome federal inspection, and from what we have heard of some shipments of corn that went out through Newport News and Gulf of Mexico ports it would be a very good thing. And in this connection, and in spite of all that has been said to the contrary, we desire to again point out that nowhere in the United States, and there is no official inspection elsewhere, is there an inspection and weighing system with the same degree of efficiency and capability as that of the Minnesota Inspection and Weighing Departments. From the chiefs down to the samplers, the personnel of these departments is beyond question as to their integrity and fitness for their important duties, and their duties are discharged with a fidelity and care that can safely challenge comparison with any similar service elsewhere in the world. Federal inspection, if it should be inaugurated, could do no better than to model itself upon the high standard of efficiency and integrity already set by the Minnesota Inspection and Weighing Departments.

Dewey Bros. & Co., Blanchester, Ohio, have contracted with Freiberg & Workum Co. to take a carload of feed daily for the current six months. The price averages about \$350 a car.

Early & Daniel Company, Cincinnati, in November, was given a War Department contract for 1,500,000 pounds of hay and 500,000 pounds of oats for the army in Cuba—a rush order, to be filled within nineteen days by delivery at Newport News.

UNIFORM GRADES CONFERENCE.

What has already been denominated the most important conference ever held by representatives of the grain trade of this country was the meeting, called by the Grain Dealers' National Association, under a resolution adopted by the last national convention, to confer upon the problem of uniform grain grading throughout the United States. This meeting was held in the board of directors' room of the Chicago Board of Trade, beginning on Tuesday, December 11, at 9 o'clock a. m. The following markets were represented by the delegates named below:

Delegates from Boards of Trade—F. F. Collins, Cincinnati Chamber of Commerce; S. W. Yantis, Buffalo Chamber of Commerce; H. H. Bingham, Louisville, Ky.; G. B. Flack, Kansas City Board of Trade; C. C. Miles, Peoria Board of Trade; J. A. Clark, Pittsburgh Exchange; Jas. L. King and S. L. McKnight, Philadelphia Commercial Exchange; Ely Bernays, New York Produce Exchange; A. F. Evenson, chairman State Board of Appeals, Minneapolis, Minn.; G. L. Suttle, Mobile, Ala.; John Dower, St. Louis Merchants' Exchange; E. B. Hodge, Norfolk, Va.; H. C. Hawkins, Nashville Board of Trade; Arthur R. Sawers, H. N. Sager, E. L. Glaser, Wm. Nash, Chicago Board of Trade; Geo. F. Reed, Boston Chamber of Commerce.

Association Delegates—H. L. Goemann, Toledo, Ohio, president Grain Dealers' National Association; Fred Mayer, Toledo, Ohio, president, and J. W. McCord, Columbus, Ohio, secretary of the Ohio Grain Dealers' Association; John F. Courcier, Toledo, Ohio, secretary of the Grain Dealers' National Association; E. M. Wayne, Delavan, Ill., president, and S. W. Strong, Pontiac, Ill., secretary of the Illinois Grain Dealers' Association; J. J. Quinn, Minneapolis, Minn., secretary of the Tri-State Grain Dealers' Association; J. M. Brafford, Indianapolis, Ind., secretary of the Indiana Grain Dealers' Association; A. E. Reynolds, Crawfordsville, Ind., director Grain Dealers' National Association; John W. Burk, Springfield, Ohio, president Millers' National Federation.

Chief Grain Inspectors—Edward H. Culver, Toledo, Ohio; E. R. Gardner, Memphis, Tenn.; F. W. Eva, St. Paul, Minn.; Fred H. Tedford, Kansas City, Mo.; J. Scott Cowan, Chicago, Ill.; W. J. Duffy, Philadelphia, Pa.; J. W. Radford, Kansas, City, Kan.; W. L. Richeson, New Orleans, La.

John D. Shannahan, Washington, D. C., Bureau of Plant Industry, Agricultural Department, expert on grain standardization.

On motion of Mr. Collins of Cincinnati, J. W. McCord of Columbus, O., who in the absence temporarily of President Goemann of the National Association had called the meeting to order, was made permanent chairman and S. W. Strong of Pontiac, Ill., permanent secretary.

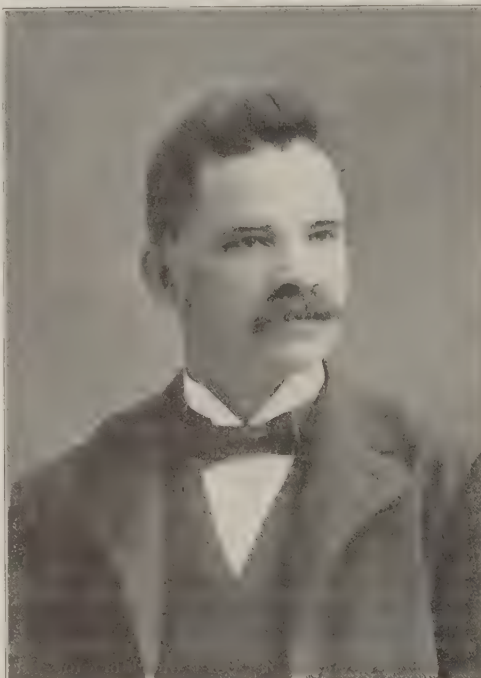
John F. Courcier, secretary of the National Association, who had charge of the details of getting the delegates together, was asked to outline the object of the meeting. He explained the origin of the call in the resolution referred to, and then said that when he had become assured that the exchanges would send delegates to such a meeting he had begun to cast about here to see what he knew of grain grading and found that although he had been in the business for many years he really knew but little in detail. So [at infinite labor, it may here be said parenthetically] he prepared a tabulated, or graphic, statement of the difference in variations in the grade rules of the 24 grain exchanges publishing grade rules, and to his surprise he found that there are in existence in this country over 300 different grade rules, 100 of which apply to wheat, 50 to corn, and so on through the lists of the five principal cereals. Assuming that the Conference means business, he suggested committees on the various cereals. To those who oppose uniformity of rules, he said he believed it but a case of "naming the baby." A grade of grain named in a rule like No. 2 Red Winter Wheat should be certain as a dollar—the same everywhere. A common name of a certain grade like

No. 2 mixed oats should be the same thing in St. Louis, New York or elsewhere, but strictly local grades should have distinctive names and so avoid all the present confusion of many different names for the same thing or different things under the one name. The object is to define a grade and make that definition and the grade itself universal, so that all the world may recognize the name and the article as defined by the rule.

Mr. Bernays of New York suggested that in order to demonstrate the great importance of this meeting to the exchanges here represented, he wanted printed a list of the exchanges represented and the names of the delegates.

Mr. Courcier took occasion to express his thanks for the uniform courtesy with which every detail of his work in assembling the Conference had been seconded by the exchanges and others. No reply to an enquiry had been missing, and every reply came with the greatest promptness and clearness of expression.

It being suggested that committees on the vari-



J. W. McCORD, COLUMBUS, OHIO,
Chairman Uniform Grades Conference, Chicago, 1906.

ous cereals be appointed to formulate rules, Mr. Reynolds of Indiana asked if the Conference were not going too fast. First of all, he said, are we all in favor of this movement to unify the grades? Do we all want to go into it? Ought we not to take a vote on that proposition?

Mr. Dower of St. Louis said that not being empowered to commit the Merchants' Exchange he could not consistently vote on such a proposition. Thereupon Mr. Courcier said that the exchange rules made it difficult to force a change, so that the work of the Conference should take the form merely of a recommendation to the exchanges.

Mr. Bernays, New York, agreed with Mr. Reynolds that the Conference should first determine where it stood on the general proposition. The New York Produce Exchange favors the object of the Conference unreservedly, but an expression of the opinion of all present would clear up the situation, and he moved that a vote be taken on the resolution that it was the sense of the Conference that it is desirable to bring about uniform grading of grain in the United States.

Mr. Culver of Toledo believed that a better way would be to call the roll and have each delegate express his individual views.

Mr. King of Philadelphia agreed with this, because he thought it doubtful if the Philadelphia Corn Exchange would adopt the uniform phraseology.

Mr. Flack of Kansas City wanted to know what would be the effect of uniform rules. Would it

mean another inspection of, say, Kansas City shipments of grain at the end of the route? And if so, "where do we get off?"

Mr. Collins of Cincinnati said he assumed that his Exchange having sent him here, it was in favor of uniformity.

Mr. Reynolds said the call did not ask anyone to come instructed—only to meet in conference. He represented the National Association and also Indiana shippers. And I want to tell you what uniformity means to the grain trade. It means that the grain trade wants a system of inspection that is different from what we now have. Your presence here indicates that there is something wrong with our present system. I represent the first shippers. Now this country produces 2,800 million bushels of corn, several hundred million bushels each of oats, wheat, rye, etc. That production is behind the prosperity of this nation and the commercial world. If 30 to 40 different markets with 30 to 40 different sets of grade rules can handle this immense volume of products without any pretense of uniformity as to definition, they will do for grain what has never been done for any other commodity that was ever produced. Metals are known by their definition—why not grain? I am in touch with the farmer. I handle his grain. I must pass upon its quality. How can I do it if not backed up by the markets I can ship that grain to? Yet, take oats—they are not all white, nor all dry, nor do all weigh 32 pounds. What am I up against? If I buy expecting to sell in a certain market and can't get the cars to go there and must sell elsewhere I must change my plans and grades and all that after I have bought my grain. How can a man under such circumstances do justly or act intelligently when called upon to grade stuff in a farmer's wagon? Can I carry all the innumerable grades of oats in my mind? Or could I do anything with them at the farmer's wagon if I could? Now, all these infinite variations are coming to be understood by the farmer as a sort of scheme to defraud someone, perhaps himself, and they make him suspicious. So I predict that if the grain trade does not soon get down to uniformity of inspection the Government will later take hold of the problem for us. I do not advocate this—further than I believe in Government standardization and in that only if we cannot agree on uniformity. I urge first the trade itself take hold of the problem; failing in that I believe the grain associations should take it up as Indiana has already done, and demand standardization; as the last resort, Government inspection. Indeed, Mr. Watson of Indiana, the republican whip in Congress, has already said to Indiana men: "Say the word only, and we'll have a law for Government before the end of this short session." We will not say the word now, but this body must do something or that word will be said by someone whom we don't want to say it. Senator McCumber, in fact, is already pledged to push such a bill in the "interest of the farmer"; so again I want to impress upon you the necessity of doing something now that shall delay such action by Congress.

Mr. Brafford of Indiana expressed a common state of opinion. The president of the Indianapolis Board of Trade said: "Yes, I favor uniformity, only I don't want any rules to prevent our bringing to Indianapolis all the wheat our millers want. But," added Mr. Brafford, "as to oats, why they're not like the old wildcat paper money that a man had to trace through the Bank Note Reporter to see if it was good and the Gazette every morning to see if the bank had not failed over night!"

The Bernays-Culver motion to call the roll having prevailed, Mr. Goemann was called on. He favored uniform grades because they would simplify trading. Personally, I could then buy oats of a certain grade wherever they are offered and sell them wherever they are wanted, and not be forced to chase around from market to market to get oats of the quality demanded or to fit the particular market I had them sold to. We have got to get down to uniformity to put our markets on an equality. It is not so much a question of price as

it is quality, or grade, and uniformity would make grades that would fit any market and all markets. Then the price would adjust itself.

Mr. Yantis of Buffalo agreed in the main with Mr. Goemann, but uniform phraseology would not necessarily mean uniform grading. However, uniformity would certainly be in the right direction because it would simplify trading and benefit the trade. There is now too much strife and worry in it—too much uncertainty. He could not pledge the Corn Exchange, but he did think his delegation to the Conference implied that the Exchange would favor uniformity.

Mr. Collins had no instructions, but thought the Chamber of Commerce favors uniformity. He believed that if the trade does not bring about uniformity the Government will take up the problem.

Mr. Sager, Chicago, could not bind the Board of Trade, but that exchange has formally opposed federal inspection, while not taking any action on this proposition. Personally he favored the movement.

Mr. Radford, Kansas City, Kan., personally favored the movement, but could not bind the state commission of Kansas, whom he represented.

Mr. Bingham of Louisville believed this movement is the beginning of a reform that is here to stay. If the recommendation of the Conference is of the proper form, he believed his exchange would support it.

Mr. Gardner of Memphis said substantially the same.

Mr. Evanson of Minnesota said that state favored the movement.

Mr. Tedford of Kansas City, Mo., was not authorized to bind the state board he represented, but personally he favored the movement.

Mr. Suttle of Mobile, Ala., said Mobile favored the movement.

Mr. Hawkins of Nashville was not authorized to bind his exchange, but thought it would favor uniformity.

Mr. Richeson of New Orleans said the Board of Trade favored uniformity unreservedly.

Mr. Bernays of New York said the Produce Exchange would give uniformity a hearty support. And he told how it would act from experience with durum wheat. The first years that that wheat began to go out, there were many complaints from Mediterranean ports taking it. This year we asked Mr. Eva of Minnesota to come to New York for a conference on durum. He came and we then agreed on a rule uniform in Minnesota and in New York. Since the season opened over 20,000,000 bushels have gone out via New York, and there has not been a complaint! That's how it works.

Mr. Wayne of Illinois could not bind his association, but he favored the movement. He did not favor Government inspection, but feared it is only a question of time before it will come. One court in Minnesota has already decided that grain inspection is a function of interstate commerce.

Mr. Miles said the Peoria Board of Trade realizes the importance of this question and he believed the directors would favor uniform rules.

Mr. McKnight of Philadelphia personally favored uniformity of rules.

Mr. King of the same city also personally favored this movement, but could not bind the Corn Exchange. He believed, however, that if the Conference would send him home with a conservative set of uniform rules the Exchange would support them.

Mr. Duffy also of the same city was in accord with Mr. King's remarks, and expressed himself as personally in favor of uniform grades.

Mr. Clark of Pittsburg said he came instructed to support anything the Conference proposed that was fair and reasonable.

Mr. Culver of Ohio said Toledo favors uniform grades and has done so for four or five years. We will agree to anything fair and favorable. But the rules here made to be recommended to the exchanges should be definite and be expressed in percentages.

Mr. Burk of Ohio, representing the Millers' Na-

tional Federation, was sure the movement would have the endorsement of the millers. Personally I endorse it as a good business proposition that will help our grain business at home and abroad.

Mr. Johnson of Chicago, also representing the Federation, said that body has been asking for just this thing for three years. The millers will all support and help it and will favor every grain exchange that has the nerve and is honest enough to support it.

Mr. Shanahan said that in his opinion he had better not express an opinion, but would state his views in a paper to be read later. [See another page.]

J. J. Quinn of Minneapolis could not bind the Tri-State Association, which had not had its attention called to this proposition. Personally he thought if the Conference agreed to a policy we will be for it—if it suits our conditions.

Mr. Smith of Chicago said the Illinois Inspection Department, being the servants of the people, would favor anything that would benefit the grain trade



S. W. STRONG, PONTIAC, ILL.,
Secretary Uniform Grades Conference, Chicago, Ill.

of the United States. If uniformity is wanted, we are for it.

Mr. Dower of St. Louis personally favored the movement, but as the state controls the inspection in St. Louis, he could bind no one.

Mr. Flack of Kansas City said that market does not want federal inspection. We can meet uniform rules and, perhaps, will agree to them if we know "where we get off" under them. Personally he favored them and believed the Board also would.

Mr. Burks of Decatur said the trade certainly is demanding a change of methods.

Mr. Mayer of Toledo, representing the oldest grain association in the country, said Ohio favored uniformity and had for some years.

J. W. McCord said Columbus, O., favors uniformity.

S. W. Strong said the Illinois Grain Dealers' Association is in favor of the uniform rules.

Mr. Hodges of Norfolk, Va., said that city believes this a most important matter. Personally, after eighteen years' experience, he felt that the adoption of uniform rules would do more to help the trade, foreign and domestic, than any other one thing that could be done. He felt that unless the trade does something to correct the present conditions Congress will do it. We, in Norfolk, favor uniformity. We think the grades should be as clearly defined and as stable as the dollar, both for buying and selling. Uniformity would kill preferences and put all markets on an even basis.

Mr. Reed of Boston said the Chamber of Commerce did not appoint a delegate, but is not opposed to uniformity. When some five years ago a conference of chief inspectors recommended a set of uniform rules to the Atlantic ports I was on

the committee making these rules, and when I reported them to Boston and asked for their adoption they were so adopted, with the proviso that the other coast exchanges would do the same by July 1 following. He thought Boston would do as much in the future. He favored uniformity and agreed that the trade must do something toward it or else the Government would. But he thought uniformity would have to be followed by a system of federated authority by the exchanges, to maintain it and keep it up to the necessities of trade and the exchanges.

A count of the above expressions showed 37 present favoring the movement and one in doubt about it.

Mr. Courcier reported on the unrepresented exchanges, from their letters, as follows:

Baltimore—"Would prefer to wait."

Omaha—"We are too young."

Galveston elected a delegate.

Milwaukee—"Not a practicable scheme."

Richmond, Va.—"Will adopt anything endorsed by the Grain Dealers' National Association."

Jacksonville—No delegate.

Duluth—No delegate.

Atlanta—"We favor uniformity."

Montgomery, Ala.—"Our only rule is, if it looks good, it's good; if it don't look good, it's all off."

On motion of Mr. Collins five committees of seven members each were appointed to take up the rules for the different cereals, to formulate uniform rules and report.

On motion of Mr. Burk of Ohio a committee on resolutions was ordered.

The chair appointed these committees as follows:

On Wheat—E. H. Culver, Toledo; A. E. Reynolds, Crawfordsville, O.; F. H. Tedford, Kansas City, Mo.; F. W. Eva, Minneapolis; R. S. Johnson, Chicago.

On Corn—W. L. Richeson, New Orleans; E. M. Wayne of Delavan, Ill.; Ely Bernays, New York; E. B. Hodges, Norfolk; Fred Mayer, Toledo; J. W. Radford, Kansas City, Kan.

On Oats—Sam'l Smith, Chicago; Geo. F. Reed, Boston; C. C. Miles, Peoria; Sam'l L. McKnight, Philadelphia; E. R. Gardner, Memphis; F. F. Collins, Cincinnati; A. F. Evanson, Minneapolis.

On Rye—H. L. Goemann, Toledo; H. H. Bingham, Louisville, Ky.; J. A. Clark, Pittsburg; Ed. Glaser, Chicago; J. J. Quinn, Minneapolis; J. W. Brafford, Indianapolis; F. W. Eva, Minneapolis.

On Resolutions—Ely Bernays, New York; S. W. Yantis, Buffalo; J. J. Flack, Kansas City.

The Conference then adjourned to 2:30, December 12.

THE SECOND DAY'S WORK.

Mr. J. W. McCord called the delegates to order at 2:30 o'clock on Wednesday afternoon and announced the committee on barley as follows: E. Gerstenberg, Chicago; Emil Butz, Chicago; J. R. Mauff, Chicago; P. Eschenburg, Chicago; F. W. Eva, Minneapolis, Minn.

J. D. Shannahan read a paper which, he said in explanation, was written with the purpose of telling something of the attitude of the United States Department of Agriculture toward the question of uniform grades, and which appears on another page.

On motion by Mr. Bernays of New York, it was decided to have the paper printed and distributed as widely as possible to the trade.

The reports of committees were then taken up and Mr. Bernays read the report of the committee to formulate a uniform grade for corn. The greater part of the discussion over the report centered on the question of percentage of pure white corn in the No. 2 grade. The report as it came from the committee read 97 per cent pure white corn. Some of the delegates, more especially those from the South, thought this too high, and E. M. Wayne of Delavan, Ill., said he was one of the minority on the committee who thought it should be 95 per cent. As the report was finally adopted the percentage was placed

at 95 for grades Nos. 2, 3, 4 and 5. The grades recommended are as follows:

CORN GRADES.

The following maximum limits shall govern all inspections and grading of corn:

Grades.	Per Cent Nov.-March.	Moisture April-Oct.	Per Cent Damaged.	Per Cent Broken Grades.
1	13	12	1	0
2	15	14	3	2
3	17	16	5	3
4	20	20	10	5

No. 1 White Corn—Shall be 99 per cent white and sweet.

No. 2 White Corn—Shall be 95 per cent white and sweet.

No. 3 White Corn—Shall be 95 per cent white and sweet.

No. 4 White Corn—Shall be 95 per cent white.

No. 5 White Corn—Shall be 95 per cent white, that fails to meet the requirements of above percentage table, but not in a heating condition.

No. 1 Yellow Corn—Shall be 95 per cent yellow and sweet.

No. 2 Yellow Corn—Shall be 95 per cent yellow and sweet.

No. 3 Yellow Corn—Shall be 95 per cent yellow and sweet.

No. 4 Yellow Corn—Shall be 95 per cent yellow.

No. 5 Yellow Corn—Shall be 95 per cent yellow, that fails to meet the requirements of the above percentage table, but not in heating condition.

No. 1 Mixed Corn—Shall be of various colors cool and sweet.

No. 2 Mixed Corn—Shall be cool and sweet.

No. 3 Mixed Corn—Shall be cool and sweet.

No. 4 Mixed Corn—Shall be cool.

No. 5 Mixed Corn—All mixed corn that fails to meet the requirements of above percentage table, but is not in a heating condition.

General Corn Rule.—No Grade Corn—Shall include all corn that is hot or in a heating condition or otherwise that should bar it from a higher grade.

The Rye Committee reported the following, which was agreed to:

Your Rye Committee beg leave to submit and recommend the following rules for the grading of rye, all of which were adopted save "No Grade," action upon which was deferred until to-morrow:

No. 1 Rye—Shall be sound, dry, sweet, clean and free from other grains, and shall weigh not less than 56 pounds to the measured bushel.

No. 2 Rye—Shall be sound and not to contain over two per cent of other grain and two per cent dirt or foreign matter, and weigh not less than 54 pounds to the measured bushel.

No. 3 Rye—All rye, damp, musty or dirty, or from any cause unfit for No. 2 Rye.

NO GRADE GRAIN.

All wheat, barley, oats, rye and corn that is in a heating condition, too musty or too damp to be safe for warehousing or that is badly bin burnt or damaged, mixed with onions or weevily wheat, exceedingly dirty, or where different kinds of grain are badly mixed with one another, shall be classed as No Grade, and the inspector shall make notations as to quality and condition.

We have changed the existing grades considerably for the following reasons:

Rye is so different from other grain, being principally used for distilling and milling purposes, and therefore any rye that is unfit for these purposes really cannot be used in any manner to advantage by the consumer, excepting at heavy discounts. In order, however, to reconcile the conditions that exist in terminal markets, whereby they are compelled to have a contract grade, we have raised the commercial grade for consuming purposes to No. 1, and the contract grade remains as No. 2; therefore all rye that cannot be used for either one of these purposes must necessarily be sold at heavy discounts, and we, therefore, recommend that the grade of No. 3 Rye, as per rule which we herewith submit, take in all the rye below No. 2 and which is not unmerchable, and our grade of No Grade take in all the unmerchable rye. These grades as recommended are for the general use in all the markets, and such markets as Baltimore or Philadelphia, who have a special quality of home-grown rye, we recommend that they establish their own grades and designate them as the Delaware or Maryland Rye, thus distinguishing them from the western rye.

Other committees not being ready to report, the Conference adjourned until 9 a. m.

THIRD DAY'S PROCEEDINGS.

The Conference met promptly at 9 a. m., and the report of the oats committee being called for, S. H. Smith, Chicago, presented a report. It was discussed at length and after being amended, was adopted in form as follows.

WHITE OATS.

No. 1 White Oats—Shall be white, dry, sweet, sound, bright, free from other grains, clean and weigh not less than 32 pounds to the measured bushel.

No. 2 White Oats—Shall be not less than 95 per cent white, sweet, dry and shall contain not more than 2 per cent of dirt and foreign matter and weigh not less than 28 pounds to the measured bushel.

Standard White Oats—Shall be 95 per cent white, sweet, dry and contain not more than 5 per cent of dirt or foreign matter and weigh not less than 28 pounds to the measured bushel.

No. 3 White Oats—Shall be 95 per cent white, not to contain over 5 per cent of dirt and foreign matter and weigh not less than 24 pounds to the measured bushel.

No. 4 White Oats—Shall be 90 per cent white, damp, damaged, musty and very dirty.

WHITE CLIPPED OATS.

No. 1 White Clipped Oats—Shall be white, dry, sweet, bright, sound, free from other grain, clean and weigh not less than 35 pounds to the measured bushel.

No. 2 White Clipped Oats—Shall be not less than 95 per cent white, sweet, dry and shall not contain more than 2 per cent of dirt and foreign matter, and weigh not less than 32 pounds to the measured bushel.

No. 3 White Clipped Oats—Shall be 95 per cent white, to contain not to exceed 5 per cent of dirt of foreign matter and weigh not less than 30 pounds to the measured bushel.

No. 4 White Clipped Oats—Shall be 90 per cent white, damp, damaged, musty and dirty, and test not less than 30 pounds to the measured bushel.

MIXED OATS.

The same phraseology shall be used for Mixed Oats as for White Oats in all grades (1, 2, 3 and 4), except color.

MIXED CLIPPED OATS.

The same phraseology shall be used for Mixed Clipped Oats Nos. 1, 2 and 3 as used for White Clipped Oats.

YELLOW OATS.

The same phraseology shall be used for Yellow Oats as in Nos. 1, 2, 3 and 4 for White Oats, except that they shall specify yellow varieties.

On motion of Mr. Goemann the rye rules were amended so that No. 2 Rye should include 2 per cent foreign matter and 2 per cent of dirt and other matter and weigh 54 pounds to the measured bushel.

The Conference then adjourned to 1:45 p. m.

FINAL SESSION.

On reassembling the wheat report was taken up, and after the usual discussion was adopted in form as follows:

RED WINTER WHEAT.

No. 1 Red Winter Wheat—Shall include all varieties of pure, soft red winter wheat. Sound, plump, dry, sweet and clean and weigh not less than 60 pounds to the measured bushel.

No. 2 Red Winter Wheat—Shall include all varieties of soft red winter wheat, dry, sound and clean. May contain not more than 5 per cent of soft white winter wheat, and weigh not less than 58 pounds to the measured bushel.

No. 3 Red Winter Wheat—Shall include all varieties of soft red winter wheat, and may contain 5 per cent of damaged grains other than mow-burnt wheat and may contain 10 per cent of soft white winter wheat and weigh not less than 55 pounds to the measured bushel.

No. 4 Red Winter Wheat—Shall include all varieties of soft red winter wheat not fit for a higher grade in consequence of being poor quality, damp, musty or dirty, and not to contain more than 10 per cent soft white winter wheat.

WHITE WINTER WHEAT.

No. 1 White Winter Wheat—Shall include all varieties of pure, soft white winter wheat, sound, plump, dry, sweet and clean, and weigh not less than 58 pounds to the measured bushel.

No. 2 White Winter Wheat—Shall include all varieties of soft white winter wheat, dry, sound and clean. May contain not more than 5 per cent of soft red winter wheat and weigh not less than 56 pounds to the measured bushel.

No. 3 White Winter Wheat—Shall include all varieties of soft white winter wheat, and may contain 5 per cent of damaged grain other than mow-burnt wheat, and may contain 10 per cent of soft red winter wheat and weigh not less than 53 pounds to the measured bushel.

No. 4 White Winter Wheat—Shall include all varieties of soft white winter wheat not fit for a higher grade in consequence of being poor quality, damp, musty or dirty, and contain not more than 10 per cent of soft red winter wheat.

HARD WINTER WHEAT.

No. 1 Hard Winter Wheat—Shall include all varieties of pure hard winter wheat, sound, plump, dry, sweet and clean and weigh not less than 61 pounds to the measured bushel.

No. 2 Hard Winter Wheat—Shall include all varieties of hard winter wheat, dry, sound and clean, and weigh not less than 59 pounds to the measured bushel.

No. 3 Hard Winter Wheat—Shall include all varieties of hard winter wheat and may contain 5 per cent of damaged grains other than mow-burnt wheat, and weigh not less than 56 pounds to the measured bushel.

No. 4 Winter Wheat—Shall include all varieties of hard winter wheat not fit for a higher grade in consequence of being poor quality, damp, musty or dirty.

NORTHERN SPRING WHEAT.

No. 1 Hard Spring Wheat—Shall be sound, bright, clean and consist of over 50 per cent of hard Scotch Fife and weigh not less than 58 pounds to the measured bushel.

No. 1 Northern Spring Wheat—Shall be sound and clean. May consist of the hard and soft varieties of spring wheat but must contain a larger proportion of the hard varieties and weigh not less than 57 pounds to the measured bushel.

No. 2 Northern Spring Wheat—Shall be spring wheat not clean enough or sound enough for No. 1, but of good milling quality, and must not weigh less than 56 pounds to the measured bushel.

No. 3 Northern Spring Wheat—Shall be composed of inferior, shrunken spring wheat, weighing not less than 54 pounds to the measured bushel.

No. 4 Northern Spring Wheat—Shall include all inferior spring wheat that is badly shrunken or damaged and must weigh not less than 49 pounds to the measured bushel.

Rejected Spring Wheat—Shall include all varieties of wheat, sprouted, badly bleached or for any other cause unfit for No. 4.

SPRING WHEAT.

No. 1 Spring Wheat—Shall be sound, well cleaned, and weigh not less than 57 pounds to the measured bushel.

No. 2 Spring Wheat—Shall be sound, clean and of good milling quality, weighing not less than 56 pounds to the measured bushel.

No. 3 Spring Wheat—Shall include all inferior, shrunken or dirty spring wheat, weighing not less than 54 pounds to the measured bushel.

No. 4 Spring Wheat—Shall include spring wheat, damp, musty, sprouted, badly bleached or for any cause which renders it unfit for No. 3.

WHITE SPRING WHEAT.

White Spring Wheat—The grades of Nos. 1, 2, 3 and 4 white spring wheat shall correspond with the grades of Nos. 1, 2, 3 and 4 spring wheat, except that they shall be of the white variety.

DURUM (MACARONI) WHEAT.

No. 1 Durum Wheat—Shall be bright, sound, well cleaned and be composed of durum, commonly known as macaroni wheat.

No. 2 Durum Wheat—Must be sound and clean and of good milling quality. It shall include all durum wheat that for any reason is not suitable for No. 1 durum.

No. 3 Durum Wheat—Shall include all durum wheat, bleached, shrunken or for any cause unfit for No. 2.

No. 4 Durum Wheat—Shall include all durum wheat that is badly bleached or for any cause unfit for No. 3.

PACIFIC COAST WHEAT.

No. 1 Red Pacific Coast Wheat—Shall be dry, sound, clean and free from smut. Shall weigh not less than 59 pounds to the measured bushel.

No. 2 Red Pacific Coast Wheat—Shall be dry, sound, clean and only slightly tainted with smut and alkali and weigh not less than 58 pounds to the measured bushel.

No. 3 Red Pacific Coast Wheat—Shall include all other Pacific coast red winter wheat. It may be smutty or rusty or for other reasons unfit for flouring purposes. Shall weigh not less than 54 pounds to the measured bushel.

NOTE.—Pacific Coast White Winter Wheat shall be graded according to the rules of the Pacific Coast Red Winter Wheat. In case of mixture with Pacific Coast Wheat or with our home-grown wheat (red or white), same shall be graded as Pacific Coast Wheat.

MIXED WHEAT.

General Rule.—In case of any appreciable mixture of hard or soft winter wheat, red or white, durum or spring wheat with each other, it shall be graded according to the quality thereof, according to the kind of wheat predominating, and be classed as Nos. 1, 2, 3, etc., Mixed Wheat, with inspector's notations describing its character.

NO GRADE GRAIN.

All wheat, barley, oats, rye and corn that is in a heating condition too musty or too damp to be safe for warehousing, or that is badly bin burnt or damaged, or fire burned or fire smoked, mixed

with garlic or onions or containing live weevil, exceedingly dirty or where different kinds of grain are badly mixed with one another, shall be classed as No Grade, and the inspector shall make notations as to quality and condition.

Mr. Shannahan said that the Conference had started a movement that would be of great benefit in the future. The delegates should, however, give their attention to one vital point and that was how they should ascertain the percentages which the rules involved. If they tried to determine the percentages by a count of the berry the result would not be satisfactory, so the Agricultural Department has devised a system of determining percentages by actual weight. Of corn, we take 100 grams and after separating weigh the various parts in a sensitive scale. Of smaller grains we take only 50 grams. Another matter is that of making your test per bushel, and the method of filling the cup makes a great difference in the result.

Mr. Culver said that before the new crop came, he trusted that the apparatus used by Mr. Shannahan for testing for moisture in corn would be in use in every market.

On the question of using the tester for weight per bushel, the Minneapolis rule was, on motion of Mr. Goemann, adopted as follows:

Manner of Arriving at Percentages.—Determination, with the exception of moisture test in the case of corn, shall be made by weighing out one hundred grams of a well-mixed sample. After this sample has been separated into the factors to be determined, each factor shall be weighed to determine the percentage of the whole.

In determining the percentages of all other grains, fifty grams of a well-mixed sample shall be used. We suggest using a scale sensitive to a half a grain.

In determining the moisture test we recommend the use of the apparatus recommended by the United States Department of Agriculture.

Instructions regarding its use can be had from the department.

Manner of Testing.—Wheat, flax and rye shall be tested by the test kettle, being placed where it cannot be jarred or shaken. From scoop, bag or pan, held two inches from top of kettle, pour into middle of same at a moderate speed until running over, striking off in a zigzag manner with the edge of beam held horizontal.

The committee appointed to report on barley grade rules recommended that the Conference adopt the rules used and recommended by the Chicago Barley Association.

Mr. Goemann read these rules and on motion of Mr. King they were adopted in their entirety.

On the question of winter barley Mr. Collins recommended that the Conference adopt rules that would accommodate local conditions.

A motion by Mr. Collins prevailed that the question of selecting a committee to determine the grade of rustproof oats be referred to Secretary Courcier with power to act.

Mr. Bernays then read the report of the committee on resolutions, which report was adopted as follows:

Whereas, The Uniform Grade Conference meeting upon the initiative of the Grain Dealers' National Association, in convention assembled at Chicago, December 11, 12 and 13, and attended by the delegates of almost every important Western, Eastern, Northern and Southern exchange, state department and grain dealers' association, adopts unanimously the rules for grading of wheat, corn, oats, rye and barley, which, in special committee for each of these cereals, had been decided upon; and whereas, the desire for uniform grain grading throughout the whole country, which is to protect in their dealings both the domestic producer and consumer, as well as the exporter and the foreign buyer of grain, has manifested itself strongly and unanimously during the session of this Conference; therefore, be it

Resolved, That the adoption of the uniform rules should be and hereby is urgently recommended to the various authorities for grain grading. Further

Resolved, That all grain grading should be done by such inspectors only as are thoroughly qualified and competent expert grain judges; that these inspectors should be well salaried to put them beyond the cares and sorrows of daily life; that they should draw their salaries regardless of the quantity of grain which they inspect and grade; that they should not engage in any business except inspecting grain; and that they should be under the supervision and surveillance of a

committee of grain merchants, to whom appeal may be brought. Further

Resolved, That the certificates of inspection which such inspectors issue should certify to exactly the kind of grain which these certificates purport to represent—no more and no less. Further

Resolved, That a copy of these resolutions be forwarded to all exchanges, associations and public bodies which have been invited and which have sent delegates to the Uniform Grade Conference.

Whereas, John D. Shanahan, expert in charge of grain standardization, Bureau of Plant Industry, United States Department of Agriculture, has invited this Uniform Grade Conference to co-operate in the project of grain standardization of his bureau; therefore, be it

Resolved, That the officers of the Grain Dealers' National Association, under whose auspices this conference is being held, be instructed to keep in touch with the work of standardization, assisting it in every way consistent with the customs and practices of the grain trade, and to keep the exchanges and departments, who are represented here, fully informed of all matters of importance that may come up for consideration

Mr. Wayne of Illinois suggested that, as the Conference could not itself enforce the adoption of these rules, some step should be taken to bring about such a consummation.

Mr. Bernays of New York said the resolution covers that point. The Conference can enforce nothing. But it can earnestly recommend, and that it has done.

Mr. Wayne said that as one in immediate touch with the farmer, he wanted to emphasize the urgent necessity of reform of methods by adopting uniformity—the farmers demand that something be done.

Mr. Collins of Ohio said we must get the exchanges to adopt these rules; then the thing will be accomplished.

Mr. McCord, calling attention to a remark by Mr. Wayne that the Conference had considered only the dealers, said that on the contrary the Conference had considered in point of fact only the producer and the consumer of grain.

Votes of thanks were passed to Chairman McCord and Secretary Strong, to Expert Shanahan, to Secretary Courcier and the Board of Trade for courtesies.

On motion adjourned subject to the call of the president of the Grain Dealers' National Association.

FINDING MOISTURE CONTENTS OF CORN.

At three o'clock on Tuesday, Dec. 11, and at 12 o'clock Wednesday Mr. Shanahan of the Bureau of Plant Industry showed the delegates to the Uniform Grades Conference a new method of finding the percentage of moisture in corn. The demonstration took place in the offices of the Nash-Wright Co., Postal Telegraph Building. One hundred grams of corn were placed in a distillation flask and over this were poured 100 centimeters of a heavy anhydrous oil that had a flash point of 200 degrees Fahrenheit in open cup. The flask was placed in an oven and subjected to heat generated from Bunsen burners. A condensing chamber was connected with the distillation flask, the purpose of which was to condense the aqueous vapors that were driven out of the corn and concentrate them in a graduate marked in centimeters. Each centimeter represented one per cent of moisture in the corn that was tested. The amount of heat necessary to the distillation was 190 degrees, and this was shown by a thermometer inserted in the distillation flask. This test took just 13 minutes from the time the heat was turned on until it was completed.

The method was referred to in these columns (p. 251, November number), and will be more fully described and illustrated in a Bulletin of the Bureau of Plant Industry, now in press and soon to be issued. As soon as that Bulletin appears we shall again refer to the subject, which is one of great importance to country dealers.

Send us the grain news from your neighborhood.

KEEPING SHELLED CORN.

In reply to a query of an Illinois dairyman on the subject of keeping shelled corn on the farm, Prof. F. H. King, in the Country Gentleman, says:

"It is very doubtful if any simple arrangement for kiln drying shelled corn can be devised which would be sufficiently economical to permit of its being used on the small scale which would be necessary on the ordinary farm. The expense of construction and the cost of fuel and attention would be prohibitive. The only practicable method would have to be one which would store the shelled corn in such a way that the air could circulate through it, at the ordinary air temperature, with sufficient freedom to prevent its heating. There is invariably difficulty from heating in trying to store new shelled corn. On the other hand, no great difficulty is experienced in storing husked corn in the ear in such a manner that natural ventilation will cure it during the winter, and when such corn is shelled, it can be usually stored in ordinary bins without heating.

"It would probably be practicable to construct a drying bin, which would hold from 150 to 200 bushels of shelled corn, in such a manner that the air would circulate through it with sufficient freedom to allow it to cure without injury, and have it so arranged that the cured corn could be drawn from it at the bottom, and fresh corn added at the top. Such a bin would be most conveniently located just above the storage bin, and would have dimensions of, say, 6x6x6 feet. In the bottom of this bin, opening into the storage bin below, there would be cut a series of square openings 6x6 inches, arranged in rows between the joists, with their centers in the neighborhood of 16 inches apart each way. At each of the four corners set up 2x2's having the length of the depth of the bin, thus forming the corners of ventilating flues whose sides would be formed out of strips of galvanized wire netting of 1/4-inch mesh 7 inches wide, securely tacked to the 2x2's on their outside, thus forming air chutes through which the air could draw, coming in contact with the shelled corn in such a way that nearly all of the corn would be less than 8 inches from a moving current of air. Two or more chutes or spouts in the bottom of this drying bin would permit the grain to be drawn out from below after the drying bin was full or the grain was sufficiently cured. The circulation of air through this drying bin could be reinforced by having openings, either a window or specially provided openings, on one or more sides of the storing room below, so that the wind pressure on the side of the building would force air into the storing room and up through the drying bin.

"If the corn is not well cleaned in the thrashing and carries a considerable amount of fine dust and leaves or silk, it might be necessary to place the ventilators in the bin closer together than has been suggested."

ERIE CANAL BUSINESS.

During the season of 1906, just closed, the Erie Canal shipments were largely in excess of those of a number of previous years, the total volume of grain to December 1, when the canal was officially closed, having been 25,002,554 bushels, against 13,623,945 bushels in 1905. Some of the totals of grain shipped eastward this year were as follows: Wheat, 6,301,256 bushels; rye, 142,563 bushels; corn, 4,470,432 bushels; barley, 3,169,618 bushels; oats, 6,521,085 bushels; flaxseed, 80,998,928 pounds. Of course, considering the congestion of railway traffic at Buffalo, all through the season, these totals would have been greatly exceeded had there been boats enough to carry all the grain offered.

Some other items of eastbound freight by canal were: Pig iron, 15,147,700 pounds; iron and steel bars and sheets, 923,440 pounds; all other merchandise, stone, lime and clay, 627,519,500 pounds; boards and scantling, 88,053,832 feet.

COMMERCE COMMISSION EN-QUIRY.

The Commerce Commission resumed investigation of the conduct of the grain business, by direction of the La Follette resolution of the Senate, at Milwaukee on November 21. After two days there, the Commission spent two days at Minneapolis and one at Duluth, which we believe, practically completes the circuit of towns where testimony will be taken.

At Milwaukee the star witness was J. Ogden Armour, who astonished the *hoi polloi* and the small fry financiers by confessing naively that he was a stockholder in some railway companies, but really could not say positively whether his holdings of C., M. & St. P. stock were 30,000 or 50,000 shares—"something midway between, I think; yes, something like that, I believe." He owns some Pennsylvania shares also—"couldn't really tell how much," and—"stop; come to think of it, I have some Union Pacific stock I really didn't recall at all at first." [Fortunate man, who owns so much he doesn't have to remember anything he owns!] Returning to "mutton" after this digression, Inquisitor Marble elicited the fact that Mr. Armour owns a controlling interest in the Armour Grain Co., which in turn owns a controlling interest in the Neola and Atlas Grain Companies; but he did not know whether the Armour Grain Co. owns the Milwaukee Elevator Co. He knew nothing of rebates or discriminations against dealers. "Do you know Mr. Valentine?" Mr. Armour was asked. "Let me see, I believe he has been a director of the Armour Company up to a year ago." Then there was a thud, as of something like a valentine, weighted, dropped out of a seven-story window! And Mr. Marble, too, was satisfied—he had quizzed the Sphinx of the grain trade of Chicago. Then he turned to the lesser lights who have to do the work as well as own the stock.

A. K. Taylor, of Fagg & Taylor, lessees of a C., M. & St. P. elevator and a stockholder in that road, also complained of a discrimination in rates in favor of Minneapolis and Manitowoc and against Milwaukee.

Reconsignment and switching charges at Milwaukee were rapped by several witnesses and the absence of a cleaning-in-transit privilege.

The scoop shoveler also got his usual dig—no body cares to deal with a man who as a rule is irresponsible, and commission men testified that the association men did not want them to solicit business from irregular dealers and for their part they did not care to, but took care of what business came, even that which was unsolicited.

H. M. Stratton, manager of the feed and coarse grain department of C. R. Lull, said that if a dealer leased bins in a Milwaukee railroad elevator he could have his grain cleaned and then shipped to Chicago without extra charge, but that private dealers without elevators or without leased bins did not have the cleaning-in-transit privilege.

Geo. A. Schroeder, manager of the Manegold Milling Co., attacked the Minnesota state inspection, claiming that wheat which was No. 1 on receipt at Minneapolis elevators was shipped out as No. 1 northern, but that it wasn't as good grain; that inferior grain had been mixed with it, but somehow it got the same grading. As millers his company had to buy Minneapolis wheat and when they did they took their medicine "just as every other milling concern in the country has to take its."

John W. Thomas, a railroad commissioner of Wisconsin, said: "I investigated railroad evasion of state taxes, and while doing this discovered on their own books rebates extending over a period of years that amounted to \$12,000,000. These rebates were made by the Wisconsin Central, the St. Paul road, and the North-Western road. In the case of the Northern Supply Company one-fourth of the stock was owned by H. B. Dyke, an official of the road on which products were shipped. Another stockholder of the Supply Company was S. Pennington, son of the second vice-president and

general manager of the railroad on which goods were shipped. The "Soo" road did most of the business of the Northern Supply Company. I found that the Northern Grain Company received a large amount in rebates and that their officials had passage and mileage books for which they had paid but for which they received rebates or refunds under the guise of shippers' rebates."

G. W. Gilman, accountant for Commissioner Thomas during 1904-05, said: "I found while looking for evasions of state taxes by railroads that the Northern Grain Company had received in rebates from the Chicago & North-Western road the sum of \$151,444.41, this being the amount paid from 1897 to 1903 with the exception of one year. It became plain to me in my investigation that the railroad companies had deliberately chosen Manitowoc, where the Northern Grain Company is centered, as the gateway for shipments in preference to Milwaukee, because they could juggle their ratings better and could get rid of grain inspection at Milwaukee and Chicago. Whenever by a devious route shipments can thus be made, the thing is done. It is self-evident that the railroad companies are doing wrong in the matter of rebating because they have not promulgated a regular uniform tariff for shippers. They may have a carbon copy or heliograph tariff list for the insiders, but if the list was a straight and fair one they would not need any secret rebate vouchers. I have seen payments thus made to the Milwaukee Elevator Company that I think were wrong."

Walter L. Houser, Secretary of State for Wisconsin, as a representative of the Mondovi Advancement Association, charged that there was a combination between buyers, and that to offset this the Advancement Association organized its own elevator company and paid the farmers in the vicinity the highest prices for their grain. "In retaliation for this the Northern Grain Company threatened to put in a big department store in Mondovi and forced the merchants to withdraw from the elevator company."

O. W. Mosher, of the Northern Grain Co., said that the company had been organized fifteen years ago, and when its dividends reached 20 per cent there had been a large stock dividend. Since then it had paid three dividends of 10 per cent each. It started out with a capital of \$110,000 of which \$100,000 was paid in in cash. Later this was increased to \$275,000 by a payment in cash of \$145,000. The working capital and plant now amounts to over \$500,000. The company in addition to its elevators at Manitowoc has branch elevators all over Wisconsin, Minnesota, North and South Dakota. Asked if the Northern Grain Co. had received any rebates from the railroads, he said: "We have had money refunded to us. I never received any personally; I have always presumed that the amounts refunded were legitimate." He testified that the Pere Marquette had been in the habit of paying half a cent a bushel transfer charges for grain taken from cars from Western points and transferred for eastern shipment at Manitowoc, but that the receiver of that road had recently abrogated that contract.

W. B. Guinzes, manager of the Cargill Elevator Co. at Green Bay, testified regarding the manner in which they fixed the prices and stated that he believed a fair margin on barley was 2 cents a bushel on the average; on oats, 1½ cents and rye 2 cents. He said they had no reconsignment privileges at Green Bay as at Manitowoc and that they had no pooling arrangement with competitors.

Vice-President McCullough of the Chicago & North-Western denied that he had any share, directly or indirectly, in any grain company; and added that so far as he knew no other official of the North-Western road had any. He said that grain could be stopped between any two stations on the North-Western road for cleaning, and when asked if the North-Western favored grain's going via Manitowoc rather than via Milwaukee or Chicago, he said that the road did not; that it had a tariff for all stations and that it made no difference to the road which way the grain went.

At the close of the hearing Commissioner Prouty said to a newspaper reporter: "This hearing is without doubt one of the most important ones of the Commission. We have heard testimony that is significant beyond any possible equivocation of its purport. We have had but little trouble in eliciting facts desired of testifiers. We are greatly impressed with the sworn statements of State Railroad Commissioner Thomas and Secretary of State Houser. What such prominent officials say carries weight far beyond ordinary testimony."

Commissioner Lane said: "Commissioner Thomas' testimony that rebates were paid by railroads to favored grain shippers during 1905 is all new information to us and is of the greatest importance."

THE COMMISSION AT MINNEAPOLIS.

At Minneapolis the Commission "struck oil"; at least the investigators had the privilege of enjoying a frank and somewhat heart-to-heart talk by Jas. J. Hill of the Great Northern and the once great systems now tied to it.

Mr. Hill was frank, as usual. Having first said that the congestion at his terminal is due to that of his eastern connections, he plunged at once into a discussion of the elevator question. "It is our rule," he said, "to permit anyone to erect elevators at stations of our road on the right-of-way. We now make our contracts, however, not transferable, as we have found instances where such applications were not made in good faith and afterwards sold at a good figure. We have found considerable trouble in keeping elevators from combining, and sometimes in tracing down applications for elevator sites, have found different applicants to really represent one interest. When we have found objectionable elevator combines we have sometimes built elevators of our own and placed some man in charge. In such instances the combines have tried to freeze our man out. We have such an instance at Litchfield, but were able to help our man out. But that, gentlemen (with a smile), was before the passage of the interstate commerce law."

In regard to the Great Northern's terminal elevators at Duluth Mr. Hill said that his company did not operate them, but, because of Wisconsin grain inspection law which required grain shipped into that state to be inspected by Wisconsin inspectors, the elevators being located on Wisconsin ground are now leased. "I think it is a great detriment to business that we cannot control the unloading of grain," said Mr. Hill, "I think it is the best thing for a railroad to have its own terminal elevators, unload grain into them and to include the charge for so doing in the freight rate. By our building Duluth terminal elevators, we reduced to shippers the elevator charge there from one cent to one-half cent a bushel. This included unloading into the elevator, a short storage period and loading into boat for shipment through the lakes. We cleaned but did not mix the grain, making no charge for cleaning, because the elevator gets the screenings, which are worth \$5 to \$6 a ton."

Explaining how his road came to erect a grain elevator at Buffalo, he said: "Along our line and up to Buffalo, we were able to keep good track of grain we shipped, because it went in our own cars and into ships manned by our own crews and owned by us. But in one single instance there was reported to me a shipload which, when weighed at Buffalo, was 2,500 bushels short. Soon after that we built an elevator at Buffalo. At that time the stock of the Buffalo elevator pool was selling at 600. They charged 1¼ cents for unloading and a quarter of a cent for shoveling. We gave in addition to those services insurance, and charged for everything only half a cent a bushel, a saving to shippers of one cent a bushel besides the insurance. Where we handled 100,000,000 bushels a year this meant a saving of \$1,000,000 a year. We sold the elevator for \$300,000 more than it cost, but the charges remain half a cent a bushel."

Mr. Hill thought the building of elevators of much greater capacity in Minneapolis would not relieve congestion of grain traffic, but he did think the action of the Minnesota Grain Commission in sending inspectors as far out as 100 miles to inspect grain was a good move in this direction.

He strongly criticized the state law which legalized such practice of grain mixers. And he said also that the elevators are continually treating the farmers unfair. "We have to watch the elevators all the time," he said. "This work is done by the traffic department, but as a matter of fact, the department is pretty powerless."

Mr. Hill said he did not now own any grain elevator stock. "I did once. When Loren Fletcher and others some years ago wanted to erect a 100,000-bushel elevator I told them the need was for one of 1,000,000 bushels' capacity. I agreed to take stock to aid in this. When the elevator was built and got to paying well, the original parties bought out my stock. I want to say right here that no man in the employ of the Great Northern Road can own any stock in anything along the line of the road. If he does, he must leave my employ even if he were my own son."

Mr. Hill made a plea for the better legalizing of elevator receipts given to farmers. He said they should be negotiable and as good as bank drafts and that thus the farmers could get a free market. "I'd make the country elevator establish relations with terminal elevators. I'd have the railroad business one thing and the buying and selling of grain another. And I would have under the law every grain elevator a public elevator." He favored federal inspection of grain, but said what is, of course, obvious, that the roads are not affected by the inspection. He thought, however, it would be more uniform and do away with much of the present troublesome state inspection controversy [between Minnesota and Wisconsin?].

W. T. Campbell, fourth vice-president of the Great Northern, following Mr. Hill as a witness, said that wheat prices were followed, kept watch of and recorded in the freight departments of the road; and in the event of the price being unsatisfactory to the officials, attention of the agent was called to the fact. He told also of the lease of the Great Northern elevators at Superior for \$100,000 a year, this amount representing the actual lease, no elevation charges or switching figuring in the contract. It was a fair price, said the witness, and absolutely represented the contract between the road and Mr. Thompson, the lessee.

Then came M. J. Costello, industrial agent of the Great Northern road, who gave the information that a number of the grain elevator line companies of Minnesota and adjacent states used one general agent in each town along the different railroads to represent a portion of their interests; that the elevator companies sent the price of wheat to only one man in each station along most of the roads. This, he explained, was done to save time and money, as he understood it. When asked to name the elevator companies which combined in this manner in sending their prices to their agents, Mr. Costello mentioned several prominent companies of the Northwest. Mr. Costello stated he believed that the line companies made at least three cents per bushel on wheat, and that it was the policy of the Great Northern Road to call the attention of the elevator companies to it, when they were making more of a profit than that.

"What do you do?" asked Mr. Marble. "Nothing beyond requests and conferences. That is usually enough."

"Do you object at all, when the companies buy wheat on less than a 3-cent margin?" "We do not. We consider that none of our business."

Mr. Costello claimed that as a rule farmer elevators in cities and towns throughout the Northwest had a tendency to raise the price of wheat; that when a fight was begun by one of these farmers' elevators the margin to the wheat buyer never rose above three cents and sometimes

dropped to one cent. It often happens that the elevator companies secure a 5-cent margin on their grain. He said he could not name any offenders.

Peter B. Smith, president of the Chamber of Commerce, was the next witness. When asked regarding the alleged combination existing between elevator companies in sending prices to a single agent in towns where there were more than one elevator, Mr. Smith said it was done for convenience alone, to save time and money. He said that it could be well done, as most of the elevator companies figured the prices on practically the same basis. He admitted that a number of grain concerns, which he did not name, supported a so-called information bureau, through which the prices were sent to the different towns and cities where the line companies had elevators.

The Commission, or at least Mr. Marble, seems to have modified its policy since leaving Chicago, Des Moines, etc., for on this occasion it gave the elevator interests attacked by Mr. Hill a chance to be heard; and Mr. Heffelfinger, representing specifically the Peavey interests, was put on the stand. He controverted the statement that there is a "combine" among the elevator people. "There is no association, no organization," said Mr. Heffelfinger. "There is a tendency to get together in the business, which arises from natural causes, but as to a combination among northwestern elevators, it is false, absolutely." He assumed that a committee is appointed to furnish a basis for the price on wheat. This committee meets for the purpose of determining what would be a reasonable price basis for the wheat tributary to the northern markets; and he said the expense of the two offices, one at Fargo and one in Minneapolis, where men are employed for the purpose of gathering information along this line, is borne equally by the elevator companies, but he denied that there was any agreement binding the elevator companies to abide by this price basis. "Our price at present at twenty-five stations is above this basis price," declared Mr. Heffelfinger.

"What is the most potent element entering into the determining of the price to be paid by the elevators for wheat?" asked Attorney Marble. "For wheat a general margin of three cents is figured," was the reply. "If freight is reduced, the farmer will immediately feel the effect in an increased price for his grain. The margin does not exceed three cents except in some extraordinary case. The Monarch line elevator has handled from 4,000,000 to 6,000,000 bushels yearly for the past four years at margins averaging 3.8 cents per bushel, and the expense for handling this wheat was 3.3 cents, leaving a half cent profit for the company. This is taken under oath from the books of the company. We are ready for this examination. We have been maligned long enough and now we are ready to let you know exactly what the condition is in our company. Our books are open to you and you can examine them, for we welcome the investigation."

In response to questions relative to the present car shortage, Mr. Heffelfinger said that the Peavey terminal elevator at Minneapolis could handle over 6,000,000 bushels of wheat, yet it had not received a bushel this fall. At this point Mr. Heffelfinger broke in with—"I will wager a large amount of money that at the present rate of car service we won't get our wheat out of our elevators for the next four months. Compared with our station receipts of cars on the tracks we have not had one-third of that amount at the terminals. Mr. Hill has always been very dictatorial in his attitude toward the elevators," continued the witness. "He has attempted to dictate upon what basis we should handle coal. He has always taken a dictatorial stand in his elevator leases, and if there has been any discrimination shown in the matter of cars by Mr. Hill or any railroad company, this discrimination has been in favor of the farmers' elevators."

"Is there such a thing as a monopoly?" asked

Attorney Marble. "Absolutely no such a thing. No closed corporation, nor an elevator trust." He added that with reference to the scoop-shovel man, it is a case with his company of a fight to the last ditch. "He furnishes no market," said he, "goes to no expense, and has no position of responsibility, and rather than see him get wheat we would buy at a loss." As to the independent and farmers' elevators, he said their backing is as a rule furnished by commission men.

Before leaving the witness chair Mr. Heffelfinger denied the charges made by President Hill, stating that facts and figures were obtainable to refute Mr. Hill's statements. "I want the commissioners to know the exact conditions," he concluded, "and while I would not like to say Mr. Hill's statements were known by him to be false, yet he does not know whereof he speaks, and it is a right and duty to my company to contradict his evidence."

The gist of the information offered by the managers of the farmers' elevators who were placed on the witness stand revealed the fact that they did not hedge their grain daily, which of course was interpreted by the line elevator owners present of this state as nothing more or less than speculating in wheat. All of the men examined said explicitly that they had raised the price of wheat in the towns and cities where they operated; in other words, they had narrowed the margin between the price of grain in their respective localities and Minneapolis or Duluth. The star witness of the farmers' elevator companies was John Steen of Monterey, Minn., who declared that the farmers' elevator of Monterey had been established for the purpose of raising the price of wheat and other grains. He said the purpose of the farmers had been accomplished in that the price has been on the average raised from two to three cents per bushel, and that last year the profits of the elevator amounted to \$700, on 33,000 bushels handled. The elevator had not made any agreement as to prices with its competitors and no approaches had been made by the competitors to pool interests. The company worked on a \$4,000 capital, and the manager has been paid \$75 per month.

C. C. Enestvedt, manager of a farmers' concern at Bellevue, gave similar testimony. F. L. Stone, manager of the Farmers' Elevator Company of Marietta, Minn., said that company figured on a margin of from three to four cents, and that he had made arrangement with the competing elevators operating at Marietta to divide the trade, under an agreement to pay penalty of two and one-half cents. The elevators in Marietta that had entered the agreement with the farmers' elevator were the Security and the Northern Pacific. He said that the agreement had been made about a year ago when competition had been too hard, but that of late the penalty of the agreement had not been enforced.

The major portion of the second day was devoted to the examination of A. J. Hoskins, who has charge of the system of issuing the price cards from Minneapolis for the buyers at country stations in the Northwest. Mr. Hoskins had the "don't know" failing to such an extent that Mr. Heffelfinger at times exercised the privilege of refreshing his memory or of adding explanatory comments for the benefit of the Commission. Mr. Hoskins said he had been in the business for the past eleven years, that he had sent daily telegrams and cards, stating the price of wheat; that the agents at the various stations receiving his cards governed themselves in the buying of wheat by the information thus received; that the agents did not always follow his prices, and that his quotations were simply sent as bases for the agents to act on, the agents in the individual cases governing themselves largely by the instructions sent them individually by their elevator companies.

Mr. Hoskins testified that he had acted in behalf of the elevator men in collecting penalties during the time they had an agreement for the

division of trade. These penalties had amounted in some instances to as much as \$2,000 during the busy season of the year, about four months, and about \$1,000 per month during about eight months of the year, making a total of \$16,000 per year. The firms for whom he sent cards had entered into an agreement for the division of trade at the beginning of the grain season of 1905, and he had collected penalties during that year from about 950 elevators. Asked if there is now a committee to determine the margins on which to buy, Dr. Hoskins stated that there is, and named as the members of that body, called the price committee, Mr. Magnusson, president of the Northwestern Elevator Company; Mr. Andrews of the Cargill Elevator Company, and F. A. Smith of the Osborne & McMillan Elevator Company. He said that Mr. Andrews and Mr. Magnusson attend to the supervising of the bureau, and that one of these two gentlemen informs him nearly every day as to the price of wheat. The price committee is appointed at a general meeting of the members of the Chamber of Commerce, at the last of which meetings the witness stated that about forty or fifty members had been present. He said that there were two other members of the price committee, Mr. Larfield and Mr. Wendell, neither of whom take any active part in the work of the committee. This committee works on a basis fixed by the various interests which maintain the bureau. "Are there meetings called of these interests to determine prices?" asked Mr. Marble. "When some of the officers of the elevator companies whom I serve desire a meeting I notify the members of it and there is a meeting held."

"Are they secret meetings?" "No."

"Who presides at the meetings?" "Anybody who happens to be there, and is asked to preside. During the last season there has been only one of those meetings called. I remember that Mr. Smith, president of the Chamber of Commerce, presided at one meeting, but that was not because of his official connection with the board."

Mr. Hoskins became somewhat confused as to the actual procedure of these meetings, and after he had made several attempts at explaining the actual purpose of the conferences, Mr. Heffelfinger broke in with explanations, stating that the meetings of the grain men were called for only one purpose. "We meet to come to an understanding as to a fair basis of margin on which to purchase grain, governing ourselves at the time by the various conditions which exist in the grain market, each company asking for only fair profit."

Mr. Heffelfinger then stated that these conditions in the grain market in many cases differed with the various grain men, according to where the station of the company was located.

"Are there ever any newspaper men present at the meetings?" "No, there never have been reporters there to my knowledge."

Mr. Hoskins declared that the grain interests for which he worked were divided into two sections, known as the north and the south sections, and that the margins of profit were decided for the south section to arrive at Minneapolis in 15 or 20 days, and for the north section the December price in Duluth.

"Did you know of any meetings of the grain men of Minneapolis in regard to dividing of grain between the terminal elevators?" "No, sir."

F. R. Durant, manager of the Grain Bulletin, whose business it is to send information to the elevators by cards and telegraph, explained that the Grain Bulletin is a bureau for the distribution of information upon grain prices. It is an association of about eighteen members and a great many subscribers. The difference between the members and the subscribers is in that members are responsible for the financing of the association, while subscribers simply receive the information. The association was organized in 1902 and reorganized in May, 1905. It has by-laws, but is not incorporated under the state laws. Cards are sent to approximately 1,275 elevators, of which 90 are farmers' and 275 independent

elevators. The information contained in the card prices is the value of grain at different country points, based upon the price of grain at terminal points. The station combination system, Mr. Durant said, came to an end on January 1, 1905, since when no one has superintended the division of business at local stations.

Upon being questioned by Commissioner Prouty as to what became of the records of the penalty clause, the witness admitted that the records had been burned. "I needed room in my office, and as the records were of no value I decided to destroy them," was the reply.

Col. S. H. Jumper of Aberdeen, S. D., who originates the information for the Bulletin in sections of the two Dakotas, was called to explain his system. He stated that before his system was in vogue information as to wheat prices was sent from Minneapolis by telegraph. It proved costly, and telegrams were often delayed. It was then that he conceived his idea, which was developed in Minneapolis, and is used generally in the Northwest.

Secretary Jamme explained that the Farmers' Elevator application for membership in the Chamber of Commerce was refused not because the company represented the interests of the farmers, but because an investigation of the company's financial standing showed it would be an unsound business transaction. "The prosperity of the Chamber rests upon the prosperity of the farmers," said Mr. Jamme, "and to suppose that admission to the rights of membership would be refused on the grounds that the company seeking admission represented interests of farmers, is the height of injustice to the Chamber of Commerce."

THE COMMISSION AT DULUTH.

Very naturally the enquiry at Duluth became at once an airing of the interminable jangle between the Duluth and Superior Boards of Trade. The Superior people, who represented nothing but an extensive bucket-shop, tried to convey the impression that members of the Duluth Board would transact no business with or for Superior men, and the Duluth people for their part said, "You're another," until Commissioner Prouty called them all down by saying that the fight between the two cities, as to which one will get the grain business, was of no concern to the Commission, "but," said the commissioner, "the Commission is concerned with the reason why the railroads will not handle grain inspected under the Wisconsin inspection, or receive it into their elevators, if the statement that they will not is true." But even after this it was impossible to get at anything tangible, and after one session Commissioner Prouty abruptly dismissed the proceeding and went home.

Homer T. Fowler said he was practically forced out of business about a year ago, because, as he believed, the elevator men and buyers meet in a corner of the Duluth Board of Trade and fix prices, and that he was overpaying the price agreed upon by them. He said also that the Great Northern Elevator people have stopped him from putting his grain in special bins in their houses. The people he was buying for, he claimed, refused to take the Minnesota inspection. Mr. Fowler stated that it is impossible to do any grain business at the Head of the Lakes unless one belongs to the Duluth Board of Trade, and that all of the grain commission houses in Superior have been forced out of business.

Then the enquiry went into the matter of mixing, which brought out W. C. Macfadden of Fargo, N. D., a member of the committee of the North Dakota Bankers' Association, sent to the Head of the Lakes to investigate the situation. Mr. Macfadden told what the committee had found. "We found," Mr. Macfadden said, "that Eastern millers bought the grain as it comes from the farmers, and it is an injustice to the shipper and to the miller to prevent this, as it is now being done. The shipper must accept the inspection rules and customs which have been forced upon him by the powerful combina-

tion of elevator and railroad interests, and the miller must take the grain that is offered him by the 'grain trust,' so called, and not in the condition as to mixing that he wants it. In examining the report above referred to, of grain received and grain shipped out of the terminal elevator, we found that during the three months covered, the report showed the following grain received [99,711 bushels No. 1 N., 141,455 bushels No. 2 N., 272,047 bushels No. 3 N., together with a lot of No. 4, no grade and rejected, and shipped out 196,228 bushels No. 1, 467,764 bushels of No. 2 and 213,459 bushels No. 3 and still had 12,735 bushels of grain left.]

"What an eloquent story is told by the above figures," continued Mr. Macfadden. "The fact that nearly 100,000 bushels more No. 1 Northern, the highest grade taken in, was shipped out than received, speaks so loudly against the present system and rules of inspection that it is simply unnecessary to go on down the line and call your attention to the fact that nothing lower than No. 3 wheat was shipped out. The profit in mixing the receipts of this elevator for the three months, as shown by their report, was \$83,720.69."

At this juncture Mr. Macfadden was asked the name of the particular elevator to which he was referring. "Elevator T," he replied. "Are you aware of the fact that that elevator was sold last July for \$20,000?" he was asked. "I was not aware of the fact."

This caused an outburst of laughter in the courtroom, and subsequently J. F. McCarthy, of McCarthy Brothers & Co., informed the Commission that he was the manager of Elevator T, the one referred to by Mr. Macfadden. "There is not the least foundation for Mr. Macfadden's statements," said Mr. McCarthy. "Not only did the house fail to make \$83,000 in three months, but it failed to make one-half of that in the last year that I had control of it. I sold the elevator for \$20,000 last July simply because I found that I could make no money with it. It is preposterous to think that the house could make that much money in three months." Being sworn, he said that he had had control of the elevator for five or six years, that it was a mixing house, and had a capacity of 50,000 bushels. He said Mr. Macfadden's statement, as contained in the report he read, alleging that the elevator made a profit out of the dust obtained by suction before the wheat was weighed, was true; but he explained that it was only within the past couple of years that a profit has been made from the dust obtained by suction. Up to a short time ago a shaft had been connected with the suction machinery, and all the dust obtained was thrown into the firebox and burned, but at present the dust is collected and sold at about \$3 per ton. The average daily collection amounts to about 1,000 pounds. The revenue from that source is small, and it is hardly worth the while of shippers to complain.

Other elevator men testified that it was absolutely necessary to dispose of the dust in some manner, and as the elevator men had found a market for it, it was thrown into sacks and sold.

A. D. Thompson of Duluth testified that he had leased three elevators at Superior from the Great Northern for an aggregate sum of \$100,000; but the rental was too high, and his company had lost money last year. Referring to the report of the North Dakota Bankers' Association investigating committee, he declared that the statement that Eastern millers were dissatisfied with the grade of wheat obtained from Superior houses was false; that he had received in the course of the past three months letters from a great many of them in which they stated their satisfaction with the manner in which they were being treated by firms at the Head of the Lakes. He also declared that business at Superior could not be conducted in a fairer manner to shippers, not only of North Dakota, but also of other states, than it is being conducted now, and that there is absolutely no discrimination against any of the

shippers. He said the Bankers' Committee had been led astray by the untruthful information it had received, and that a false report of conditions is now being widely circulated throughout the country to the detriment of Superior elevators.

Colonel Majors, president of the Farmers' Exchange, who is responsible for some of the inspection law agitation, said that he was refused membership on the Duluth Board of Trade. This was denied by Mr. Spencer, president of that Board.

There was a great deal of minor testimony going to show that the Superior commission (?) houses had been boycotted by Duluth houses, but the reason was not made very clear.

G. G. Barnum, a grain commission merchant of Duluth, testified that he started the first suit to test the Wisconsin inspection law, having done so because of the arbitrary method of the Wisconsin inspectors of breaking the seals of cars of grain billed through Wisconsin to Duluth. He said the Duluth Board of Trade "does not care a continental what inspection the Superior men establish there;" that it took a long time to establish Minnesota inspection as a standard for the buyers, and that Wisconsin inspection is not known in the world's market. He insisted that competitive inspections cannot be maintained at Duluth and Superior; one inspection might raise the grade and the other lower it.

G. G. Barnum said that the cash price of wheat on the Duluth Board is not determined by an agreement among the members. Any commission man can, by figuring his elevator charges and knowing what he can sell for in Buffalo and other markets, fix the price he will pay for his wheat. He went further and said that any statement that the Duluth Board of Trade members conspire to hold down the price of wheat to the farmers is a lie. There is no discrimination against grain, for the Duluth market is open to grain from any source, and the buyer in the country gets the best price the commission man can obtain for him; the buyer does not care where the grain comes from.

THE REPORT OF THE COMMISSION.

The Washington correspondent of the Chicago Tribune on December 11 telegraphed what purports to be advance information of the report, in which it is said that there will be found "no such evils as Senator La Follette described last winter when he induced the Senate to adopt his resolution of inquiry, but, on the other hand, shows that, except in a few localities, the farmer is receiving for his grain a price which equitably is his due; that there is no ownership of elevators by railroad officers to any extent, nor are railroad officers interested improperly in the grain business. In a number of cases some persons were found interested in grain business who also were interested in railroads, but not in the management of railroads.

It is established, however, says this informant, "that railroads, through elevator allowances, and by giving the use of their elevators to one person cheaper than to another, have granted preferences, but instead of reducing the price to the farmer the effect has been rather to help him, because it has induced a competitive condition between the elevators of different lines at the same places. It also has reduced the cost of transportation and, therefore, has resulted in greater benefit to the farmer.

"There have been combinations between country elevators and combinations between grain buyers at leading centers like Chicago, Minneapolis, and Duluth for the purpose of artificially fixing the price which should be paid to the farmer. And these combinations have resulted in a great many cases in forcing down prices which the farmer has received for his grain. But at the present time this condition does not exist."

We are also informed that up to "two months ago there was an elevator trust in Chicago," but that it has been dissolved. "The condition

in Chicago is about the same now as in other places, except for the fact that it is affected by the law of Illinois, which provides that the owner of a public elevator shall not house grain belonging to him in his own elevator. This prohibition has rendered it necessary for the owners of public elevators who also own private elevators to adopt various devices for the purpose of forcing grain into public elevators. The important effect is that anyone who does not own a private and public elevator in the city of Chicago stands no chance as a grain dealer."

[For the "American Elevator and Grain Trade."]

CINCINNATI'S CHRISTMAS OFFERING TO HAY SHIPPERS WILL BE LOWER GRADES.

BY HARRY W. KRESS.

The Cincinnati hay market has been given a black eye, so to say, by a great many shippers in Ohio, Indiana and Michigan. There certainly must be a cause for all this feeling, or such a state of affairs would not exist. Up until a short time ago I was a shipper of grain and hay, but I am at present a buyer, representing firms at different terminal markets, the latter fact calling my attention to the feeling toward Cincinnati as a hay market. The grading of hay at Cincinnati is done according to the rules laid down by the National Hay Association; at least, they have adopted these grades, the same as Baltimore, Pittsburg and various other exchanges.

Two-thirds of my time is spent in traveling around to see the shippers; and I have had a fine opportunity of having language poured forth to me in the unwritten dictionary style, when I explained I was buying hay for Cincinnati. The hot things that were passed out for me to explain were enough to give a fellow gray hair. Did I buy any hay for Cincinnati? Yes, quite a bit, with the guarantee of immunity against a raw deal on inspection. So it is up to the house handling my hay in Cincinnati to show their hand, as I bought considerable hay subject to their own private inspection.

When I found out that lots of shippers were shipping hay to Eastern markets at seventy-five cents to a dollar and seventy-five cents less than Cincinnati was willing to pay for it (freight difference considered), I knew there was something radically out of order. My Pittsburg house told me what they were paying for No. 1 timothy hay; also that they were getting lots of it at the prices named, the prices being over a dollar less on the ton than Cincinnati was glad to pay for it. To convince myself further, I went along the main line of the Pennsylvania Road, between Upper Sandusky and Van Wert, Ohio, and found out that hay was running to Pittsburg, Pa., at \$18.00 delivered with \$2.80 a ton freight, with Cincinnati paying \$18.50 and \$2.10 a ton freight, a difference of \$1.30 a ton. These figures speak for themselves, and I am not trying to prejudice shippers against Cincinnati as a hay market, for all the hay I have bought has been for my Cincinnati hay house, on my last week's trip getting them over a thousand tons. And I want to add that the No. 1 timothy bought did not cost over \$18 on the average, delivered Cincinnati.

Now, then, what is the trouble? The shippers would have a dozen answers for this question, but I have only one; and that is, that the Cincinnati market is grading hay too high, according to the standard in use by other competitive markets. Cincinnati must lower its standard to the united sentiment of the trade or suffer the consequences. What good is a law with public sentiment against it? How long would such a law stand? The same is true when applied to Cincinnati hay inspection of to-day.

There is no denying that Cincinnati is the gateway to the South, and with more lenient treatment to shippers would be the largest hay market in the country. The word "reform" is fought against more than any other word in the English

language to-day, because it affects the customs in vogue, either for better or worse; but if the united sentiment favors a reform, you can rest assured it will be for better and not worse. It took Cincinnati a good many years to reform its weighing system; and, after all, was it not a united sentiment that demanded it, and in its upward course for better conditions it swept one of the largest and oldest firms at Cincinnati into the reform dragnet. What effect did this last move have on the shippers as a whole? Simply to show them that there are men at Cincinnati who are fighting for the betterment of local conditions. I am glad to be able to say we have these same men with us to-day, suing for more lenient grading of hay; and I am informed that it will be only a few weeks before we see the following reform put into actual practice; namely, what is to-day considered a good No. 2 will be a No. 1 timothy and that which to-day is a good No. 3 timothy is to be a straight No. 2 timothy, etc.

Cincinnati should not wait until the first of January, to put the above outlined policy into actual practice. Do it to-day, and every hay shipper in the country will doff his hat in tribute; and there is not a firm at Cincinnati but will feel the effect in an increase in its receipts. Lower grades for Cincinnati is a Christmas offering indeed, and one hard to duplicate in the eyes of the hay trade.

Indiana grain dealers are handling new corn this season "with gloves," only dry grain being taken into their houses.

Deliveries on the Chicago Board on December 1 aggregated about 4,000,000 bushels, breaking the record for a number of years.

A farmer near Sleepy Eye, Minn., this year succeeded in growing a very respectable crop of kaffir corn from Oklahoma seed.

Manitowoc, Wis., is developing as a bean market, one buyer there having paid out over \$1,600 for the crop contracted for early in the season.

A new Board of Warehouse Commissioners is on in Missouri, and St. Joe dealers wonder if the inspector (John O. Winn) will "lose his head."

A planter in Cleveland County, Ark., last season grew rice without irrigation that seems to be of as good quality as any irrigated rice, and which made a profitable yield.

The Agricultural Department will spend \$4,000 in co-operation with the University of Wisconsin Experiment Station in prosecuting the work of the station on barley breeding.

The United States Department of Agriculture is about to publish the results of its investigation as to the practical cost of producing grain, with land values, labor cost, value of machinery employed, rent, interest, taxes, etc.

The Chicago Board of Fire Underwriters has changed the classification of hay, grain and feed barns, as a result of a request from the Chicago Feed Dealers' Association, so as to give a material reduction in rates to the better risks.

Thomas D. Hubbard of Kimball, Kan., devotes his time to raising prize winning corn on one of the best farms in the state. He plants seed from ears 9 to 12 inches long that never weigh less than a pound and reaps 600 times as much as he sows.

All lines into Galveston, Texas, have placed an embargo on grain for that point or points beyond. The reason is found in the inability of the Wharf Co. to receive the cars, of which there are 2,000 stored along the tracks awaiting entrance. The last embargo was placed by the International and Great Northern on December 2.

Wheat arrivals (cars) in November were the least for any November in six years, while corn receipts were the lightest since 1902. Oats were 957 cars under November, 1905, yet, says the Pope & Eckhardt Co., "everybody East and West is afraid to own unhedged grain over night. What is there to cause such pessimism over such a staple commodity that can always be sold for cash at the drop of the hat?"



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This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, ILL., DECEMBER 15, 1906.

Official Paper of the Illinois Grain Dealers' Association.

THE GRAIN ENQUIRY.

A Washington correspondent says that the Commerce Commission will report to Congress that its investigation under the La Follette resolution of conditions in the grain business in the West discloses the fact that Senator La Follette was mistaken; there's nothing doing in the trade that is at all off—that's all past and gone now. There was something wrong once—before Mr. Smiley was put in jail for other men's misdemeanors and before the Nebraska association took to the woods, but now all is serene peace, like the cooing of turtle doves, except in Chicago, where the public elevator people are doing acrobatic stunts to get around the Tuley decision.

This "advance information" by the said correspondent is too mellifluous to be reliable on surface indications. Even Mr. Marble would hardly consent to such a blanching of the companies who seem to pretty much run things in the hard wheat country. Not that they are as bad, perhaps, as Mr. Jas. J. Hill thinks they are in the Northwest, but it is against human nature to expect a machine like that handling the hard wheat of this country to run the business like a Sunday school distribution of Christmas presents. The real failure of the investigation in this respect, if it was a failure not anticipated, was the inability or indisposition of the inquisitors to consider any other interests than those of the farmer. So long as it did not directly appear that the farmer was hurt, all was well, because Mr. Marble really did not know enough of the technical secrets of the trade to know that there are other ways of skinning a

cat than calling in a brass band when the performance is going on; and Mr. Marble might have found out from some of the "independent" dealers that even when the farmer gets his dues the lot of the individual grain buyer who tries to do a private business is sometimes a brisk struggle with bigger fish disturbing the sea in his immediate neighborhood.

UNIFORM GRADES CONFERENCE.

The rather curt reply of the Milwaukee Chamber of Commerce to the invitation to be represented at the Uniform Grades Conference, that, "The project is impracticable," in the light of the Conference proceedings, sounds like a voice from the dead past; and the author may congratulate himself on beating the record of the one sensible juror: he was the one man par excellence against 38 representatives of other exchanges. Wake up, or something else will "make Milwaukee famous."

The proceedings of the Conference developed a surprising unanimity of opinion that uniformity of grades is not only desirable and entirely practicable, but that it is urgently demanded by every class of men interested in the grain trade, from the farmer to the British or Continental consumer. With the exception of Baltimore, Cleveland, Duluth, Galveston and Omaha, every respectable inspecting market in this country was represented directly, and not one delegate, Kansas City's alone in doubt, questioned the desirability of uniform grades, or failed to see the necessity of promulgating them at an early day through a representative organization for that purpose created by the federated exchanges, if the grain exchanges are to continue to exercise control over the inspection, even in the immediate future.

The old system of making the grades a competitive feature of the markets has broken down of its own weight, as it might have been expected to do. For it in practice too often approaches to constructive dishonesty. The Conference recognized this fact, and devoted itself to such recommendations of reform to the exchanges there represented that there can be no excuse for clinging longer to a method that the trade itself must at heart despise and which good business men ought to abolish to protect their trade and their own good names at home and abroad.

There is still work ahead. The Conference was but the first step; but it was a long one, taken by the men who look to the future of the trade rather than to the dollar to be picked up by devious ways to-day. This company of progressive men will grow in numbers and in strength and in the end the uniform grades will win or the Government will be the chief inspector.

WAREHOUSE COMMISSION.

The appointment of W. H. Boys to be warehouse commissioner, to the friends of Mr. Boys, is an evidence of Gov. Deneen's purpose to rouse that important body into some sort of useful activity. Mr. Boys has

lately been engaged in the Illinois Central tax investigation, and is hardly out of it as yet; but when he does go to work as railroad commissioner his friends believe and say there will be a real awakening in that quarter.

But the Commission is by law composed of three members, of whom, as a rule, only two have been able to get sufficiently well acquainted and harmonized to work together, while the third has done nothing but to sit up with his nerve in drawing a handsome salary which he in no way tries to earn. The next proper act of Gov. Deneen, therefore, would be to amputate this parasite on the state treasury and find three men who would work together.

In doing this he might with entire safety to the public interest apply Mr. L. W. Bodman's precept that no man should be appointed a member of that commission "who is engaged in any way in any business connected with the Board of Trade, directly or indirectly, or is interested directly or indirectly in any warehouse enterprise." A man can't serve two masters, of course; nor should one be put in a position where his own interests tempt him to overt acts against those of the public. But first of all, the Illinois Commission needs an injection of new blood and an application of mange dope.

PLEASE DON'T.

Senator McCumber of North Dakota announces that he will "resume the fight" for national inspection of grain at this session of Congress. With all deference, and with the confident expectation that, like all good advice, this, too, will not be accepted, we would say, with Bernard of "Happy Thought" fame, to his young friend about to be married—"Don't." For various reasons.

In the first place, there is no demand for it except from the farmers of the Northwest, who labor under the idea, not discouraged by Senator McCumber, that somehow federal inspection will put an inspector between their wagons and the station elevators to enable them to sell wheat and screenings without dockage as sound, clean grain, which is, of course, a mistake.

In the second place, the Government is not ready to undertake the inspection of grain. Grain inspection is an art, but it is not yet a science; and there is therefore no reason to believe that the Government would be able to inspect wheat, for the present, any whit better than the present inspectors.

But the Government is trying to create the science of grain inspection. It has already perfected a simple apparatus for ascertaining the moisture contents of corn, as explained in these columns last month, and as demonstrated in Chicago the other day by Mr. Shanahan of the Bureau of Plant Industry. It is also trying with some degree of encouraging success to develop a mechanical method of testing wheat for strength—to estimate in the berry the gluten content of wheat.

Many other details must be worked out in the mere mechanics of the problem, not to mention the scientific demonstration of what

are now but the empirical data bearing on the carrying or keeping qualities of the various cereals.

So it is best to let the Government alone until it has created and formulated a science of grain inspection before the duty is thrust upon it of acting as the umpire between the sellers and buyers of grain; and even then it should wait until asked by a reasonable number of farmers, buyers and consumers to undertake such an important task.

NEW ORLEANS A FREE PORT.

The final collapse of the old system at the New Orleans elevators came early this month, when R. C. Jordan of Burlington, Iowa, succeeded John C. Fears as superintendent of the Illinois Central Elevators at Stuyvesant Docks. Brushing aside all rumors, the change means simply a complete reorganization there; that is to say, that the Board of Trade not only has complete supervisory charge of the operations of the elevators—inspection, weighing, etc., but that their physical control has been cut loose from all the traditions of the elevators' past.

The change, which makes all New Orleans elevators public houses, at the service of all shippers on absolutely equal terms, is of quite as much import to the rest of the grain trade world in America as it is to the Crescent City. It is a beginning of a return to the public elevator of the past, in so far as it again puts all shippers on an equality as to storage rates, cleaning and drying charges in railroad elevators; and puts the facilities of the market at the command of every shipper and not of a few only, as in the past. It makes New Orleans a free port. The Santa Fe R. R. Co. last month made a step toward the same consummation at Chicago by opening its new house to the public in the same way, and the Q. at Harlem, Kansas City, is doing the same thing; so that in time all other markets will be forced to come to the same relief of the independent shipper. But New Orleans has set the pace at a rate that makes the progress in other cities tame for the time being.

McCUMBER STILL IN EVIDENCE.

It is several years now since Senator McCumber of North Dakota began to talk grain inspection at Washington, without, however, having been able to impress anyone with the conviction that he really knew what he was talking about. What has been done in a legislative way by Congress has been on lines widely different from any proposed or conceived by the North Dakota senator; yet at home he has somehow impressed his constituents with the idea that he has been responsible for what has been done.

Under the circumstances Mr. McCumber "feels encouraged"; and now that Congress is again at its work he has "come out" again with his "slogan" of federal inspection. And preliminary thereto he has presented to Secretary Wilson some facts considered by the senator to be "astonishers," and with which,

of course, he expected that astute farmer also to be deeply impressed. These facts were substantially that a certain Duluth elevator took in "No. 1 wheat to the amount of 99,000 bushels, and put out No. 1 wheat to the amount of 196,000 bushels, and of No. 2 wheat it took in 141,000 bushels and put out 476,000 bushels."

It does not seem to have occurred to the senator that his constituents' eagerness to sell screenings and to pay freight on them to Duluth might offer an explanation for this apparently anomalous situation. No, indeed. He may not be a pessimist, but he certainly is convinced that all grain inspectors and elevator men are dishonest. Hence, says his Washington Boswell—

The contention made by Senator McCumber is that the elevator companies should receive a legitimate compensation for cleaning, grading and other work of the elevator, but should pay for all grain taken in according to the ultimate grade such grain receives when finally it is disposed of. This is the basis of his work for national inspection and grading for which he has a bill pending in Congress.

Seriously, can't someone impress the senator with the thought that he'd better cut it all out and leave this matter to someone who really understands the elevator business?

THE CAR SITUATION.

So much has been said on railway congestion that to say more here would be a work of supererogation, and quite useless, too, except as a sort of vent, so to speak, like the lawyer's swear at the court under his breath—not to express his contempt of the court, but to conceal it. Railway men have so long assumed superior wisdom in all things concerning transportation that it is refreshing now to see them both willing to confess that they don't know it all and also that they are willing to withdraw the Vanderbiltian defiance to the public and to discuss the situation, as well as concede the fact that the public has some rights they are bound to respect.

But what is the trouble? No one seems to know. The fact is that freight is not moved; that's all. Which brings to mind a state of facts to which attention is called by a circular of the Illinois Shippers' Association, that the Commerce Commission's reports show from data compiled from railway reports to the Commission that there were in commission for the year ended June 30, 1904, no less than 1,692,194 freight cars and 27,029 freight locomotives, and one locomotive for every 62 freight cars. Yet, dividing the number of car-miles covered by loaded cars by the number of cars, it appears that a loaded freight car "works" but 15.95 miles per day, or loaded and empty travels but 23.24 miles. And by the same authority it earns for its owners but \$2.23 per day. This means that the average freight locomotive works but about four hours a day and travels only 54 miles a day, and the freight car but one hour, or 16 miles.

What would be thought of an elevator manager who in the busy season operated his plant on such a time schedule? Railroad men pride themselves on their efficiency; but do not their own statistics convict them of in-

tolerable inefficiency or woful lack of intelligent system?

THE PENALTY CLAUSE.

An interesting and very valuable opinion on one phase of the penalty clause of co-operative elevator companies appears on another page. The opinion is of more moment, of course, to the recalcitrant member than to the grain trade at large, in that it does not touch on the point whether it is in restraint of trade. The position taken, however, gives color to the belief that it does amount to a restraint, whether legally so denominated or not; because it does operate as and constitutes a penalty and not "liquidated damages," as the more "advanced" form of the clause attempts to characterize the payment required.

WHO MAKES PRICES?

The inquiries of the Commerce Commission and the Royal Grain Commission threw some light on the question, Who makes the prices in the spring wheat country? Neither inquiry developed any evidence that there was unfairness to the producer in the prices actually paid; but there can hardly be a reasonable doubt that the bids sent out from day to day from Minneapolis and Winnipeg are made by coteries. They are "based" on exchange prices, of course; but it is a fair question to ask, Are they made in as open a market as are the bids based on the Chicago "call to arrive" prices? Yet the inquisitor of the Commerce Commission at Chicago sought to establish the fact that the "call" here is a restraint of trade, while the Minneapolis system inferentially has been declared by Commissioner Lane to be now entirely innocuous, although up to a year ago it supported a pool whose "effect upon the price of grain must have been great, and possibly dominating." Is this entirely fair as between exchanges dominated by the same general influences?

A NICE POINT.

A point of decided interest was raised in the arguments on demurrers to the nineteen indictments in government rebate cases at St. Paul, which were heard December 13. The four grain shippers and four railroads indicted for giving and taking rebates contended that the passage of the new rate bill granted general amnesty for offenses committed under the Elkins law. The point was first brought up by Attorney Miller in the Standard Oil case at Chicago. As the indictments in the St. Paul cases were not returned until early in October, more than a month after the new rate bill actually went into effect, the argument covered a wider scope than the one Mr. Miller made. The question at issue is whether the new rate bill became a law on June 29, 1906, the day it was signed by the president, and was then suspended for sixty days by a joint resolution of Congress, passed on June 30.

The ninth annual meeting of the Kansas Grain Dealers' Association will be held at Wichita on January 22 and 23.

Editorial Mention.

This is a good season to work a corn drier at a handsome profit.

The Wisconsin millers are trying to abolish the bag returnable nuisance, and in the copper country dealers in grain and feed are selling at prices to include the sack.

Load oats to capacity, but leave room for inspection. But load full; for King & Co. remind us again that cars loaded to capacity, especially foreign cars, bring the highest price.

Mr. Hill of the Great Northern did not believe the building of greater capacity elevators would relieve congestion of grain traffic. Has Mr. Hill consulted with the more experienced Iowa commissioner on this point?

A Nebraska grain dealer complains because a railroad won't let him load mixed cargoes of corn and oats on one car at a single rate. Well, a man who loads that way ought to expect something to drop on him.

The National Hay Association has issued its volume of transactions at Put-in-Bay on July 3-5, 1906. This is a little subsequent, perhaps someone will say, but the book is good enough to read, even at this date, by a hay man who aims to keep pace with the crowd.

North Dakota "dealers are threatening," say the newspapers, to establish grain inspection of their own if Minnesota doesn't turn over a new leaf. What will they do with it when they get it? Send it to the next North Dakota bankers' convention as a curio?

The annual dinner of the Chicago Board of Trade Weighmaster's force will take place tonight, December 15, at the Victoria Hotel. Of course, there has been a rush for tickets by those so fortunate as to convince Mr. Foss they are entitled to "come in on this."

The fourth annual contest of the Iowa Corn Growers' Association will be held at Ames on December 31 to January 12 inclusive. Premium lists are now out and Iowa dealers should help to circulate them and get farmers to attend. Write Secretary Wells if you need information.

A grain exchange is a grain exchange, of course; but when one reads that in Canada the independent buyer would have no show in the country market because he would have to conform to the rules of the Winnipeg Exchange, it looks as though it might be something else.

The Canadian bucket-shop law is drastic enough. For the convicted bucket-shopper the maximum penalty prescribed in the code is three years in the penitentiary, while his patron is liable to no less than five years. Nevertheless the old Edwards-Wood and Hammond crowd have opened up in Winnipeg, and

of course are doing a "landoffice business" with the Exchange consenting by negligently permitting the concern to use its quotations.

The board of review of assessments at Duluth has decided to assess the grain in store in that city's elevators at \$200,000. This is probably not an excessive amount, if the grain may be legally assessed at all, which it probably cannot, if shown to be grain actually in transit and not owned by the holders.

Three or four deaths in grain bins, or under them, are noted this month, the victims being smothered by the grain. The number of deaths from this cause has been really alarmingly large of late; and the public seems very slow to realize the danger of putting oneself in a grain bin which may be opened designedly or by accident.

Former Senator Cockrell of the Commerce Commission is said to be nearing his end after a long and eminently honorable career. The strain of the work in the Commission has been tremendous, but he did his share of it with remarkable thoroughness considering his age. But only young men can stand the pressure upon the Commission in these days.

Speaking of the "Society of Equity's" "affiliation to a limited degree" with the Federation of Labor, the sensible old "Country Gentleman" says: "To think of a real farmer favoring anything like affiliation, even 'in a limited degree,' with bodies thus waging incessant war on the industry by which he is trying to make a living, is enough to make a horse laugh."

A fine, no matter of what amount, is hardly likely to have a wholesome punitive effect upon individuals if those imposed on corporation officials are paid out of company treasuries instead of out of the incomes or property of the delinquents themselves. The public carriers, at least, should be prohibited from doing this for the protection of the public if not the stockholders.

The Uniform Grades Conference was wise to adopt the percentage system in formulating their recommendations of uniform grades. The system is somewhat of an innovation, but it is scientific and what scientific grading must come to, because it is definite and exact and is in fact the only basis on which a uniform inspection can be based or indeed made. It eliminates "judgment," and that, above all things, is what inspection needs now.

Professor Forbes, state entomologist, after an extensive examination of the territory comprising parts of McLean, Tazewell, Logan, DeWitt, Platt, Macon and Champaign Counties, finds that the first estimate of 161,000 acres of corn therein destroyed this year by the grub worms, corn root aphid and corn root worms is rather too small than excessive; and he warns farmers that these pests will have to be taken in account hereafter. Contrary to the belief of many, he holds that the aphid and root worms are more destructive than the

grub, which can be seen readily. The bulletins of the office give some remedial suggestions, and this fact dealers should call to the attention of their patrons.

Famine affecting 20 millions of peasants now confronts Russia, seven provinces having produced no grain crops in 1906. In a country so poorly supplied with internal transportation facilities this means fearful suffering before another crop can be made; and yet Russia will continue to export wheat, no doubt, as one of the few means available for paying interest on the public debt, further loans abroad being now unlikely to succeed.

In one respect only the car famine has been beneficial—it has put a damper on the temptation to take hold of soft corn. The amount of damaged corn in Illinois and Indiana appears to be increasing as examination of the grain left in the fields goes on, as does that of wheat left in the shock in the Northwest. This condition of corn is reflected in the grading at all points where the proportion of 2 and 3 corn is small, even in proportion to the reduced receipts of that cereal.

Secretary Wells of Iowa continues to put good advice into his Bulletins; and now he is talking system to his people. It's a splendid idea; and country dealers can't get too much of it when it is good. Don't load yourself down with "system" lumber—that's the dangerous fad nowadays—but have enough to put your office records into form to use on all possible occasions, both to protect yourself in case of controversy or claims and to educate your trade.

A country agent of a Chicago line company having gone wrong and turned up \$8,000 short in his accounts, the company sued the local bank to make good. The bank in turn will ask the delinquent young man's brokers to make good its loss through the young man, and is likely to win out if it can make a case. Commission firms cannot be too careful to investigate the character and history of speculative customers, since the law holds them particeps criminis when a fiduciary agent goes wrong with their assistance.

The special master appointed to take evidence in the case of various elevator companies at Kansas City, Kan., against the grain inspector and weighmaster of Kansas, has reported to the court a recommendation that the Kansas law governing the inspection and weighing of grain be declared null and void and that the inspector and weighmaster be enjoined from weighing any grain in or out of the elevators of Kansas City, Kan. We have not yet received a copy of the report, and so cannot discuss it, but it was the contention of the complainants that the Kansas inspection bureau weighed grain only at Kansas City and not at other points in Kansas, and that the law, therefore, did not operate equitably. The Kansas bureau charges fifty cents a car for weighing in and fifty cents a car for weighing out, making a tax of a dollar

a car on all grain passing through Kansas City, West Side, elevators, when no such charge is collected on grain passing through other elevators in Kansas.

All those who have views on reciprocal demurrage are invited to correspond with C. A. Burks, Decatur, Ill., chairman of that committee of the Grain Dealers' National Association. Something must be done to protect shippers against the intolerable delays in supplying cars for freight, and the question is, Shall the problem be taken up with the Commerce Commission or shall the Association go directly to the railroads? There is much to be said on both sides, and so the committee would thank you for your views on the preferable course.

It is undoubtedly true that the foreign buyer will go to the cheapest market, even when he is morally certain he will get the worst of it; nevertheless isn't it a begging of the question to say, in a market selling on "certificate final" terms, that: "Grain merchants here will sell on 'rye terms' if the foreigners will pay high enough prices to warrant them in assuming such responsibility"? Is it or is it not a fact that because the certificate was expected to be equal to "rye terms" it came to be accepted abroad? And if the certificate now means anything, should it not mean what it says?

A Connecticut paper says Congressman James W. Wadsworth of Genesee, N. Y., who had a plurality of 13,000 when he was elected to Congress from his district, was defeated because he was opposed to free seed distribution. Guess not. He represented a farming constituency, it is true, and he was himself a scientific agriculturist and chairman of the House committee on agriculture; but while he led the fight against free seed distribution, supposed to be a gratuity for the farmers, he steadily opposed the oleomargarine legislation, designed to protect the industry of the dairyman. He also dared to take the unpopular side on the pure food and packing house legislation. Farmers don't care a continental for seeds, but when you strike at their butter graft and dance attendance on the packers they feel differently.

The Commerce Commission inquiry, the railroads are pleased to note, did not disclose any participation of railway men in grain companies except at Kansas City and the case of Mr. Armour, a shareholder. That interest never was complained of, any way; but the practices the roads descended to, as at Kansas City, were well known and were complained of unavailingly years ago, or until the new rate bill and aroused public opinion put a stop to them. The inquiry showed the contemptible meanness of the practices of which those at Kansas City were the limit, perhaps; but the others, the leasing of elevators to shut out the general public from their use and the various forms of allowances, were the abuses men complained of; and they were the more remarkable from the fact that so few railroad men appeared to profit personally

by them. But they were all known before the Commission started out to hunt for them. That the railroad officials virtuously kept their hands free of elevator stocks was to their credit, but after all, considering what they did do, that wasn't so very much.

Some men never can get enough, even of a gift. Vincent, co-operative agitator of Omaha, is off that piece. He told a certain bunch of farmers how a certain railroad at Lohrville gave the farmers a \$2,500 elevator, through which they ship 100 cars of grain annually. Then having figured out the "enormous profits" of the donor road, he "desired to call attention to the fact that an elevator is only a storage place for grain till cars can be obtained to ship in, and since the railroads are required to house all other freight offered, it was his opinion that they should be required to furnish the elevator to assist in handling and loading the grain." If Vincent keeps on, the trough will have to have sideboards.

A general average yield of corn for the United States of only 30.2 bushels is hardly up to the standard of American productive efficiency in other lines. Still this is higher than in 1905 (28.8 bushels), or in 1904 (26.8), or the ten-year average (25.2); and in so far is encouraging to the corn culture teachers who are doing so much for that cereal. It is interesting to note, however, that the banner state as to average per acre was Ohio, and that in the states of Illinois and Iowa, the greatest producers, measuring the total yield, and where the most was made of the "corn special lectures," in 1905 and 1906, the yield per acre was below not only Ohio and Pennsylvania, but several other states where no lectures had up to this winter been given.

There probably will never be an end to the bucket-shop until Congress outlaws it. And this Congress should do at once. Public poker shops would be infinitely less destructive of public morals than the bucket-shops which are scattered all over the country, especially in the minor towns, where the concerns operating from Kansas City, Superior and so on are sowing the poison. The return of the Chicago Board of Trade to lower commission rates will do something, but not much, to keep traders out of the shops—nothing but their absolute destruction can do that. The bucket-shops accommodate themselves to the trade they seek—to the purses they mean to plunder; and it is only a question of time till they get them. But let Congress but say the shops are outlaws, as they are from every standpoint of public morals, and they would disappear in a night. Perhaps Jeff Davis of Arkansas will start the ball. In a recent interview he said: "The trust is not the only evil. The bucket-shop has brought more misery, ruined more homes, wrecked more business, made more straight men crooked and destroyed more lives than any other agency." It would need some education to bring Congress to the rack, for there are as many congressmen foolish on this question as there are men in proportion out of

Congress, but it can be done by proper effort, and the exchanges of all kinds should unite to urge such a reform.

Chicago has reduced her commission rates. The wisdom of increasing them at a time when business was dull in order to improve business was never apparent. Business is not improved in that way. But that blunder has been corrected. It remains now to revive interest in the speculative side of the Board's business, which would be beneficial to the cash side also by its reflection of price activity. How to do this is the great problem at nearly all the exchanges; but the basis of the problem would seem to be some method of increasing the mobility of the grain and relieving it of all artificial burdens now put upon it.

The railroad law of Indiana has not relieved railway congestion in that state since it became operative; and the Manufacturers' and Shippers' Association believe that a necessary amendment to it is one that will vest the Railroad Commission with legal authority to require railroads to move cars a certain specified distance each day or be penalized for failure to do so. As things are at present, a railroad may haul a car one mile or fifty miles. If it wishes, it may place a car on a siding and keep it there until it is ready to haul it on to its destination. Cars may travel only as far as the carrying road sees fit. As a result, the car service affords perhaps the worst problem with which manufacturers and shippers are confronted.

Secretary Wells bulletins a certain example of a method of computing "discount on missing grade," a general problem quite as insoluble as the famous one, "How old was Ann?" First of all, Mr. Wells ought to impress on his people that the solution would have only an academic interest in any event, because the seller on track bids is absolutely at the mercy of the buyer when his stuff misses grade. He quotes a receiver as saying: "It is our right to handle this grain on arrival in any way we see fit. If we wish to sell it on the market we are privileged to do so; or we can send it to our elevator and unload it," etc. This is literally true; and because shippers of miss-grade stuff have not been more often skinned than they have been is not the fault of the system of trading on track bids, but is due to the fact that bidders know they have a good thing and are not going to kill the geese that lay their yellow eggs for them. Of course, Mr. Wells recognizes the fact that he confronts a condition—the system is with him, and he is trying to make the best of it. But there is no best of it—it is hopelessly jughanded and the ways by which the holder of the handle can work the system, if he wills to do so, are too numerous to dwell on here; but the long and the short of it is it can be worked so that the shipper cannot by any ordinary precaution escape when the receiver is determined to take advantage of him. However, Mr. Wells has sent out to his people a typical case with request in good faith for views; and the replies should be as Artemas Ward might say, mighty "amusin' reading."

TRADE NOTES

H. C. Malsness will represent Nordyke & Macmon Co. in the Southwestern territory, succeeding E. T. Bauer.

The American Grain Meter Co., Springfield, Ohio, has just installed 20 machines in the Illinois Central Railway Co.'s elevators at Memphis, Tenn.

The Prinz Improved Automatic Separator for wheat, oats or barley is increasing its popularity very rapidly among grain dealers and the manufacturers, the Prinz & Rau Mfg. Co. of Milwaukee, Wis., feel highly gratified at the large sales which the machine has made.

A device which should gain the interest of every grain dealer is the Evans Patented Motor Attachment, manufactured by Scott F. Evans at Minneapolis, Minn. It prevents leg from backing and choking when the power is off and enables the motor to start with a full load in the leg. An elevator, to be modern, should not be without this equipment.

We expect next month to present a picture of the Weller Mfg. Co.'s plant on North Avenue, Chicago, showing the additional buildings and changes in the old ones. The offices have been moved to one of the new buildings. They are modern and large enough to accommodate the increased office force. Improvements and increased floor space was secured in nearly every department of their large plant.

The Stephens-Adamson Mfg. Co. of Aurora, Ill., will close the year with all orders completed up to date and books showing a very gratifying increase in business over previous years. They have been enabled to keep abreast of their work through the additions to their plant, consisting of new buildings and tools, which have been going on almost continuously since ground was broken for their first shop. Their plant now presents a very fine appearance and is a credit to the city in which it is located.

The Humphrey Elevator, manufactured by S. K. Humphrey, 53 State Street, Boston, Mass., is as much of a necessity in grain elevators as it is in mills, and the most progressive millers in the country have decided that it is an indispensable part of their equipment. This device requires but little space in an elevator or mill and enables the men to get from one floor to another in a hurry, thus keeping a close watch on the workings of the plant. Full particulars as to prices, etc., may be had by writing the manufacturer.

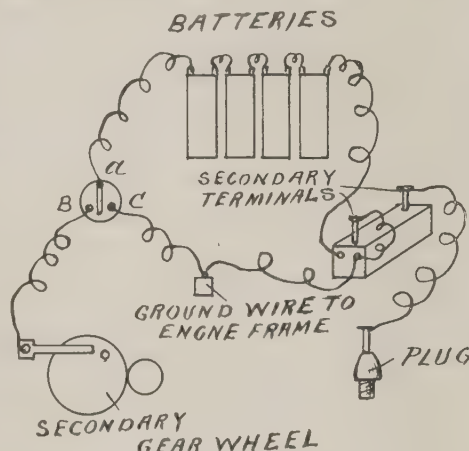
The N. P. Bowsher Co., South Bend, Ind., are putting up a large, substantial shed to add to their storage for dry lumber. The roof has already been finished. They also have piped their shipping room and warehouse and have completed some changes in the steam-heating plant made necessary by this additional capacity required. New coverings and vestibules have been put up at the carload shipping door. These changes add materially to the convenience and facility for handling business in the winter months.

At the recent Columbus convention of the American Street and Interurban Railway Association the Joseph Dixon Crucible Co. had an exhibit that attracted considerable attention. It was a huge paint can which occupied the center of the company's booth and which was so arranged that visitors could walk through it. The can was a representation of the gallon size can of Dixon's Silica-Graphite Paint. The dimensions were eleven feet in height, including three feet of handle; six feet in diameter and twenty feet in circumference, with openings for entrance and exit, six feet high, two and a half feet in width. A sign stated that a can of this size would hold 1,600 gallons of Dixon's Silica-Graphite Paint, or

sufficient to properly cover one coat of 800,000 square feet of metal. The finishing of the can was very striking, it having a ten-inch finish at the top and seven-inch finish at the bottom in silver leaf, and the famous Dixon orange colored label reproduced between the silvered points, the entire surface being highly polished. The interior of the can was tastefully finished in white, with an arrangement on the sides of three large convex mirrors. One of the convex mirrors gave the effect of stoutness, and had over it a sign: "Specifiers and users of Dixon's Silica-Graphite Paint became in-fat-uated with it." Another mirror gave a skeleton-like appearance, and over this mirror was the suggestion: "Rust makes the metal thin;" "repainting makes the pocketbook thin;" "worry makes the body thin." "Moral: Protect metal from rust with Dixon's Silica-Graphite Paint." Another mirror was of the triple convex form, giving a person standing before it the appearance of giraffe-like legs and stout body. A new effect was secured in the exhibition of this mirror by placing a chair in front of it, and the person seated had the legs dwarfed and the body vastly lengthened, just the reverse appearance of the person standing alongside.

STARTING LARGE GASOLINE ENGINES.

The starting of large gasoline engines equipped with jump spark igniting systems (a jump spark is easily installed) may be made much easier by placing a two-way switch in the circuit and ar-



ranging it so that the primary wire may be either connected to the contact maker on the secondary gear-wheel, or by moving the switch to the other point it may be connected to the extra ground wire.

It will be seen that if the switch is moved to connect with the ground wire a complete circuit will be made and a spark will be the result. Thus a spark may be made at any part of the cycle by moving the switch to this point. In starting the charge is drawn in and compressed and the spark made when you are ready, thus saving back-fires and sore limbs, as is the case with the hot tube.

In conclusion I will say that if a little ingenuity is used in connecting the air inlet so that the air will be drawn in over the hot exhaust pipe and warmed it will help quite materially in operating a gasoline engine in cold weather.

GREECE A WHEAT BUYER.

Greece has been buying American wheat of late, and Boston in October and Philadelphia in November reported shipments to the Piræus. It is a little interesting that Boston's shipment was the first ever made of wheat from the American "Athens" to the old. Philadelphia's also was a first cargo of wheat to Greece in the history of that port. This last shipment will consist of 232,000 bushels, the carrier coming to this country from Middlesboro, England, for the grain.

BARLEY AND MALT

It is reported the Perot Malting Co. of Philadelphia, Pa., is preparing to erect a malting plant in Buffalo, N. Y., which will cost \$250,000.

As soon as the new plant of the American Malting Co. at New York, N. Y., is in working order a number of the smaller houses will be closed in other parts of the state.

Farmers in the vicinity of Weston, Ore., are planning to devote large tracts of land to barley raising next year, the products to be sent to Portland for brewing purposes. They believe they can secure three crops a year, all of a high grade, and that profits will come quicker than from wheat.

The chief sanitary inspector of Chicago has closed the plant of the John C. Hattendorff Malt Drying Company because the company failed to comply with the sanitary laws. Citizens claim the odor from the plant was a menace and the health officers requested the police department to station officers at the plant and keep it closed.

Eugene Ketzenburger, 22 years old, an employee of the Seattle Brewing & Malting Co. of Georgetown, Wash., was held up, shot, and after being robbed was left for dead in an out-of-the-way place, on November 12. The shot shattered his collarbone and he fell to the ground unconscious, the assailant escaping with about \$20. Later he recovered sufficiently to drag himself home.

Max Hottelet of Milwaukee, Wis., has brought suit for \$1,000 damages, in the Circuit Court, against the George Bullen Co. of Chicago, Ill. It is alleged the latter company failed to live up to its agreements in the shipment of all its malt sprouts from date of contract until January 1, 1903. Several carloads shipped East were found undesirable and Hottelet rescinded his contract.

William C. Reinig, a wealthy maltster of Fond du Lac, Wis., who was sued for \$25,000 because of breach of promise made to Miss Mary Salchert, a tailoress, has been found guilty by a jury and ordered to pay \$15,000. The court has demanded the district attorney to prosecute both plaintiff and defendant for violation of the state marriage laws, which both confessed to having broken. Mr. Reinig was married last August to a woman from Mayville.

IMPORTS AND EXPORTS.

Following are the stated imports and exports of barley and barley malt for the month of October, 1906, and for the ten months ending with October, 1906, compared with the same periods of 1905:

	1906.	1905.
Imports—		
Barley—October, bushels	2	283
Value	\$1	\$214
Ten months, bushels.....	2,521	16,549
Value	\$1,544	\$8,446
Exports—		
Barley—October, bushels	1,709,808	2,115,397
Value	\$925,317	\$1,019,535
Ten months, bushels.....	11,690,619	9,712,746
Value	\$5,842,051	\$4,905,666
Malt—October, bushels	12,355	72,024
Value	\$8,497	\$48,550
Ten months, bushels.....	589,464	485,156
Value	\$402,007	\$332,962

EXPORTS FROM ATLANTIC PORTS.

The exports of breadstuffs, as compiled by George F. Stone, secretary of the Chicago Board of Trade, from the Atlantic ports during the two weeks ending December 8, 1906, as compared with same weeks last year, have been as follows:

Articles.	For Week Ending		For Week Ending	
	Dec. 8.	Dec. 9.	Dec. 1.	Dec. 2.
	1906.	1905.	1906.	1905.
Wheat, bushels.....	2,844,000	1,351,000	3,163,000	1,781,000
Corn, bushels.....	1,295,000	2,031,000	1,400,000	2,272,000
Oats, bushels.....	13,000	2,528,000	123,000	747,000
Rye, bushels.....	1,000	4,000		
Barley, bushels.....	193,000	570,000	212,000	632,000
Flour, bbls.....	202,200	335,800	340,400	191,000

The International Flax Co. will build a large warehouse at Austin, Minn., to be used for storage purposes.

RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of November, 1906:

BALTIMORE—Reported by H. A. Wroth, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	616,229	849,313	185,321	547,618
Corn, bushels.....	1,189,554	2,284,317	998,347	865,904
Oats, bushels.....	333,041	1,546,166	284,202	1,631,057
Barley, bushels.....	.....	.....	.....	.....
Malt, bushels.....	9,055	123,386	.....	.....
Rye, bushels.....	673	984	2,556	3,178
Timothy Seed, bushels.....	.....	.....	.....	.....
Clover Seed, bushels.....	.....	.....	.....	.....
Hay, tons.....	7,153	5,182	1,712	1,633
Straw, tons.....	.....	.....	.....	.....
Flour, bbls.....	311,062	321,044	166,051	169,825
Mill feed, tons.....	421	913	.....	218

BOSTON—Reported by Daniel D. Moris, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Flour, bbls.....	238,725	195,190	81,619	59,789
Wheat, bushels.....	2,049,539	1,861,715	790,120	1,402,214
Corn, bushels.....	268,992	252,767	190,461	182,034
Oats, bushels.....	413,107	478,843	400	466,743
Rye, bushels.....	5,885	5,999	.....	.....
Barley, bushels.....	1,785	254,587	13,248	139,815
Flax Seed, bushels.....	91,449	1,127	90,904	.....
Mill Feed, tons.....	943	1,869	214	322
Commeal, bbls.....	5,692	4,290	2,188	2,060
Oatmeal, bbls.....	16,443	10,571	4,022	2,376
Oatmeal, sacks.....	7,010	9,250	10,856	7,875
Hay, tons.....	11,810	10,600	34	687

BUFFALO—Reported by F. Howard Mason, secretary of the Chamber of Commerce. Opening April 17 to 30.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	9,728,078	7,703,158	.....	.....
Corn, bushels.....	1,224,932	1,196,678	.....	.....
Oats, bushels.....	1,548,849	2,404,100	.....	.....
Barley, bushels.....	3,182,796	3,553,227	.....	.....
Rye, bushels.....	385,950	119,500	.....	.....
Timothy Seed, lbs.....	.....	.....	.....	.....
Clover Seed, lbs.....	.....	.....	.....	.....
Other Grass Seed, bushels.....	108,325	.....	.....	.....
Flax Seed, bushels.....	2,554,211	2,092,742	.....	.....
Broom Corn, lbs.....	.....	.....	.....	.....
Hay, tons.....	.....	.....	.....	.....
Flour, bbls.....	1,475,461	1,791,570	.....	.....

Canal did not open until May 2.

CHICAGO—Reported by Geo. F. Stone, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	1,745,472	4,884,780	1,706,985	1,587,006
Corn, bushels.....	6,437,419	7,979,038	5,546,090	4,478,024
Oats, bushels.....	7,330,897	9,327,068	6,239,339	8,459,653
Barley, bushels.....	2,443,026	4,466,748	1,072,979	1,587,369
Rye, bushels.....	288,099	438,402	251,678	106,131
Timothy Seed, lbs.....	4,885,943	2,996,326	779,182	1,167,525
Clover Seed, lbs.....	897,837	953,341	21,955	199,641
Other Grass Seed, lbs.....	1,930,000	1,854,480	4,672,903	2,675,633
Flax Seed, bushels.....	412,093	579,941	9,559	3,923
Broom Corn, lbs.....	2,278,601	2,496,492	1,679,411	1,062,555
Hay, tons.....	22,782	16,618	3,273	1,093
Flour, bbls.....	769,158	879,890	855,302	852,414

CINCINNATI—Reported by C. B. Murray, superintendent of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	244,684	385,994	135,396	324,272
Corn, bushels.....	687,478	409,416	380,302	146,026
Oats, bushels.....	755,832	904,564	236,976	690,805
Barley, bushels.....	119,092	135,080	.....	193
Malt, bushels.....	150,430	108,025	40,408	27,473
Rye, bushels.....	101,442	58,358	10,424	4,458
Timothy Seed, bags.....	7,801	4,896	4,898	2,069
Clover Seed, bags.....	7,801	2,986	928	420
Other Grass Seed, bags.....	8,864	13,950	8,192	12,458
Hay, tons.....	14,712	12,728	8,924	6,808
Flour, bbls.....	159,089	150,893	70,085	88,120

CLEVELAND—Reported by M. A. Havens, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels, water.....	75,000	115,000	.....	.....
Do rail.....	99,890	36,248	107,027	84,935
Corn, bushels.....	1,025,720	901,737	498,650	419,151
Oats, bushels, water.....	.....	.....	1,500	.....
Do rail.....	638,944	692,492	182,709	397,644
Barley, bushels, water.....	73,700	.....	.....	.....
Do rail.....	15,282	15,962	.....	600
Rye.....	.....	730	.....	.....
Flax Seed, bushels, water.....	110,000	334,000	.....	.....
Do rail.....	.....	.....	.....	.....
Hay, tons, water.....	5,399	5,381	2,116	.....
Do rail.....	.....	.....	.....	.....
Flour, tons, water.....	7,136	5,814	3,470	1,752
Do rail.....	.....	.....	.....	.....

DETROIT—Reported by F. W. Waring, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	211,512	300,502	24,889	49,072
Corn, bushels.....	682,150	111,716	73,781	321,894
Oats, bushels.....	275,282	333,647	7,024	51,054
Barley, bushels.....	171,969	362,545	.....	.....
Rye, bushels.....	37,004	122,078	2,933	60,753
Flour, bbls.....	11,600	25,500	5,200	14,800

DULUTH—Reported by H. B. Moore, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	9,346,123	9,392,034	8,705,296	5,759,017
Corn, bushels.....	3,769	.....	21,459	.....
Oats, bushels.....	447,038	1,369,757	327,493	524,358
Barley, bushels.....	2,200,375	1,675,400	2,208,197	1,470,313
Rye, bushels.....	115,463	92,827	39,383	111,074
Flax Seed, bushels.....	5,244,431	3,126,354	3,982,665	4,576,138
Flour, bbls.....	616,070	941,565	727,300	991,355

GALVESTON—Reported by C. McD. Robinson, chief inspector of the Cotton Exchange and Board of Trade.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	1,356,231	715,040
Corn, bushels.....	248,571	1,028,132
Oats.....
Barley, bushels.....

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	3,035,000	3,038,000	2,487,000	2,875,000
Corn, bushels.....	1,100,000	2,855,000	575,000	1,569,000
Oats, bushels.....	651,000	621,000	538,500	508,500
Barley, bushels.....	44,000	179,000	3,000	171,000
Rye, bushels.....	18,000	60,000	8,000	18,000
Flax Seed, bushels.....	9,600	.....	3,200	.....
Bran, tons.....	1,875	1,020	5,955	5,370
Hay, tons.....	9,050	11,820	5,420	2,420
Flour, bbls.....	18,600	.....	144,800	148,800

MILWAUKEE—Reported by Wm. J. Langson, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	1,096,253	976,900	568,500	233,249
Corn, bushels.....	138,700	242,750	150,661	80,000
Oats, bushels.....	975,150	1,096,300	784,501	1,047,854
Barley, bushels.....	2,691,600	3,068,200	1,437,696	1,783,425
Rye, bushels.....	199,200	155,400	169,886	64,450
Timothy Seed, lbs.....	463,515	201,265	390,100	218,335
Clover Seed, lbs.....	1,466,395	641,341	561,255	196,690
Flax Seed, bushels.....	9,540	69,960	.....	.....
Hay, tons.....	1,795	1,720	174	.....
Flour, bbls.....	359,925	408,925	397,845	535,665

MINNEAPOLIS—Reported by L. T. Jamme, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	8,369,170	12,306,950	1,614,160	1,995,350
Corn, bushels.....	227,400	192,650	87,120	25,060
Oats, bushels.....	2,988,630	3,274,790	1,541,110	844,770
Barley, bushels.....	1,503,180	2,061,890	1,087,870	830,000
Rye, bushels.....	297,390	321,260	242,160	128,360
Flax Seed, bushels.....	1,440,540	2,087,080	592,540	521,140
Hay, tons.....	2,700	3,050	80	130
Flour, bbls.....	23,463	22,317	1,318,648	1,760,866

MONTREAL—Reported by George Hadrill, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	3,186,417	3,916,644	3,305,871	3,739,836
Corn, bushels.....	750,023	171,004	994,361	328,271
Oats, bushels.....	173,387	205,555	113,664	240,381
Barley, bushels.....	226,502	547,383	226,469	713,057
Rye, bushels.....	.....	.....	.....	.....
Flax Seed, bushels.....	339,252	408,609	213,511	270,453
Flour, barrels.....	116,981	136,975	178,626	266,466

NEW ORLEANS—Reported by H. S. Herring, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	556,000	94,000	441,200	105,200
Corn, bushels.....	786,000	687,000	1,107,681	612,336
Oats, bushels.....	382,400	431,000	182,240	372,436
Barley, bushels.....	.....	.....	.....	.....
Rough rice.....	.....	.....	.....	.....
Clean rice pockets.....	.....	.....	.....	.....
Hay, bales.....	57,800	.....	3,726	.....
*Flour, bbls.....	39,632	60,011	145,389	.....

*Through consignments of flour to Europe not included in receipts.

OMAHA—Reported by Edward J. McVann, secretary of the Grain Exchange.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bu.....	1,422,000	1,394,400	898,000	1,072,000
Corn, bu.....	581,800	514,800	558,000	437,000
Oats, bu.....	1,604,800	1,056,000	2,017,500	973,000
Barley, bu.....	25,000	45,000	2,000	19,000
Rye, bu.....	48,000	65,000	15,000	24,000

PEORIA—Reported by R. C. Grier, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	52,700	54,400	35,110	23,200
Corn, bushels.....	1,456,300	2,067,000	1,019,800	1,437,000
Oats, bushels.....	967,000	764,000	850,500	917,000
Barley, bushels.....	298,000	381,000	49,000	284,500
Rye, bushels.....	41,400	26,400	7,000	4,800
Mill Feed, tons.....	2,035	1,380	2,847	4,389
Spirits and Liquors, bbls.....	.....	.....	.....	.....
Syrups and Glucose, bbls.....	.....	.....	.....	.....
Seeds, lbs.....	120,000	30,000	150,000	.....
Broom Corn, lbs.....	690,000	105,000	510,000	360

ELEVATOR AND GRAIN NEWS

ILLINOIS.

C. D. Doty has discontinued his grain business at Pecatonica, Ill.

Barnett Bros. are going to rebuild their elevator at Barnett, Ill.

S. W. Edwards & Sons, Chicago, Ill., will build a new grain elevator at a cost of \$30,000.

F. Z. Ames has been succeeded in the grain business by Ames & Foucht at Rutland, Ill.

It is said the new L. S. & B. P. Culp elevator at Tower Hill, Ill., will be ready for business by Christmas.

The D. Rothschild Grain Co. of Davenport, capitalized at \$200,000, has been incorporated in Illinois for \$50,000.

W. H. Barnes & Co. of Neoga, Ill., have secured the Quinn Elevator at Sullivan and have placed S. T. Fleming in charge.

John Guild of Spring Hill, Ill., has purchased the A. W. Weimer grain elevator at Geneseo, Ill., and will operate it in the future.

The Pontiac Farmers' Grain Co. of Pontiac, Ill., has been receiving corn at its new elevator, paying 37½ cents for the first 1,000 bushels.

T. E. Wells & Co. have leased the Calumet & Western Elevator at Chicago, Ill., which for the past two years has been operated by Rosenbaum Bros.

A. W. Treat of Treat & Morrison, owners of an elevator at Gays, Ill., has purchased his partner's interest and will conduct the business alone in the future.

A new corporation is the Barry Milling & Grain Co. of Barry, Ill., which has a capital stock of \$20,000. R. E. Laughlin, W. A. Long, L. F. Bright and others are interested.

Articles of incorporation have been issued to the Van Petten Elevator & Grain Co. of Van Petten, Ill., which is capitalized at \$10,000. The new firm will conduct an elevator and grain business.

The James L. Brainerd Grain Co., Springfield, Ill., is a recent incorporation which will deal in grain, fuel and other commodities. The capital stock is \$25,000, and the incorporators are James L. Brainerd, Cyrus O. Fletcher and Horace L. Wiggins.

W. H. and Eugene L. Merritt, of W. H. Merritt & Co., Chicago, Ill., have secured a loan of \$100,000 from the National Life Insurance Co. to run ten years at 5 per cent, for which they have given a mortgage on their elevator property. The money thus borrowed will be put into the building of additional elevator facilities.

A storage elevator of 100,000 bushels' capacity will be built for the Suffern-Hunt Starch Co. at Decatur, Ill., by the Younglove Construction Co. of Mason City, Iowa. The company contemplates the building up of the largest corn station in Macon County, and, if possible, in that part of the state, for a general grain business. The elevator will be erected on the Suffern-Hunt tract, which lies south of the Wabash and east of Van Dyke Street. The station will be practically at the junction of the St. Louis and Springfield line of the Wabash. Under the interurban viaduct, by means of the old P., D. & E. right-of-way, the elevator can without trouble reach the Illinois Central. Finally, the elevator will be on the Interurban.

S. W. Strong, secretary of the Illinois Grain Dealers' Association, makes note of the following recent changes among dealers in Illinois: Applegate & King succeeded Quigg & Tanner at Atlanta; H. M. Taggart succeeded J. H. Taggart & Son at Wenona; Wyman & Burnside is a new firm at Knoxville; Seger & James is a new firm at Erie; H. J. Puterbaugh succeeded Viemont Bros. at Mackinaw; Sullivan Elevator Co. succeeded L. R. Smith & Co. at Sullivan; Big Four Elevator Co. succeeded James Kitchen at Mattoon; A. W. Treat succeeded Treat & Morrison at Gays; J. B. Wilson succeeded by Farmers' Grain Co. at Bryce; Ames & Foucht succeeded F. Z. Ames at Rutland; A. H. Schumacher succeeded Davison & Livingston at Magnolia; Applegate & King succeeded Ward & Murphy at Mt. Joy; Coon Bros. succeeded W. A. Williamson at Saunemin; Sullivan Elevator Co. succeeded L. R. Smith & Co. at Cushman; P. S. Peterson succeeded C. M. Shelby at Galesville; Jacob D. Rich succeeded M. J. Wilson at Sidney; Hill Bros. suc-

ceeded Hill Bros. & Crow at Raymond; Harvel Grain & Elevator Co. succeeded W. W. Adams & Co. and E. W. Brockewitz at Harvel; E. W. Crow & Co. succeeded Hill Bros. & Crow at Blue Mound; Hill Bros. succeeded Hill Bros. & Crow at Willys and at Stonington.

IOWA.

Swift & Co. expect to enlarge their elevator at Sheldon, Iowa.

A farmers' elevator company is being organized at Humboldt, Iowa.

The Hudson Lumber Co. is building a new elevator at Hudson, Iowa.

Extensive repairs are being made on the Atlas Elevator at Hinton, Iowa.

A crew of workmen are at work on a new elevator at Mawac, Iowa.

Work is progressing rapidly on the Western Elevator at Matlock, Iowa.

Culbertson & Parsons of Carroll will build an elevator at Marshalltown, Iowa.

George G. Baker, a grain dealer of Marengo, Iowa, has contracted to sell out.

Culbertson & Parsons of Carroll, Iowa, will build an elevator at Breda, Iowa.

The Farmers' Elevator Co. has purchased the Peavey Elevator at Beaver, Iowa.

Corn cribs are being constructed by the Western Grain Co. at McCallsburg, Iowa.

The Farmers' Elevator Co. opened its new elevator at Armstrong, Iowa, last month.

An elevator will be erected by the Interurban Railway Company at Harcourt, Iowa.

The Buell & Morse elevators at Livermore, Iowa, have been sold to a Mr. Gilchrist.

A large coal shed has been built onto the Wright & McWhinney Elevator at Earling, Iowa.

Emmet & Follet of Dewar, Iowa, have placed \$1,000 worth of new machinery in their elevator.

It is understood the Blenkiron Grain Co. will construct a terminal elevator at Sioux City, Iowa.

C. E. Cummings has sold his elevator at Burdette, Iowa, to Moon Bros., who are now in possession.

A corn crib is being erected at Storm Lake, Iowa, as an addition to the Skewis Grain Co.'s elevator.

It is reported the Updike Grain Co. will build a 5,000-bushel addition to its elevator at Little Sioux, Iowa.

The Farmers' Grain Co. of Story City, Iowa, has put a new 30-horsepower gasoline engine in its elevator.

William Slaughter, president of the Akron Milling Co., contemplates building a new elevator at Sioux City, Iowa.

The foundation of the new elevator at Dubuque, Iowa, has been completed, and carpenters are engaged upon the framework.

A new engine room is replacing the old one in the elevator of the Farmers' Elevator Co. at Marshalltown, Iowa. A new engine will be installed.

The Younglove Construction Co. of Owego, Iowa, have ordered two Improved Hall Signaling Distributors and will also use one at an elevator in Hudson.

There will be a new farmers' elevator at Kneirim, Iowa. The farmers have been doing a "scooping" business because the railroad refused them a site.

Madison Leeka, a well-known farmer of Thurman, Iowa, recently purchased the elevator, corn cribs and grain business of E. W. Sheldon & Co. at McPaul, Iowa.

Elevators at Roland, Zearing and McCallsburg, Iowa, formerly owned by the Marshall Elevator Co., have been acquired by the Warren Commission Co. of Peoria, Ill.

H. J. Hutton, of the Mystic Milling Co., recently purchased the cereal mill building of the Western Cereal Co. at Sioux City, Iowa, and will convert it into a 150,000-bushel elevator.

A. M. Jasperson recently acquired the elevator and mill owned by I. W. Beers at Algona, Iowa, and will continue operating it under the style of the Algona Milling and Elevator Co., with E. G. Ball as manager.

It is now proposed by the Sioux City Elevator Co. of Sioux City, Iowa, to erect a 300,000-bushel terminal elevator, which will necessitate the expenditure of a large portion of the \$100,000 capital. An assessment of 15 per cent has already been called, and committees to look after the building and site are at work. John Hornick, president of the corporation, is assisted by an

executive committee comprising J. P. Martin, William Milchrist, H. J. Hutton and W. H. Beck. B. F. Rosenbaum of the Rosenbaum Bros. Grain Co., Chicago, has been negotiating for a lease of the plant.

Chicago grain firms are said to have signified their intention of building two new elevators at Sioux City, Iowa, next spring, which, with the new terminal elevator, will give the city a capacity of 1,200,000 bushels of grain.

Several offers have been received for the Scotlen Elevator at Burlington, Iowa, which has been idle for six months, but none has been accepted. Sam Scotlen says he may operate it himself, as it was always a paying investment.

Work on the big tile grain tanks of the Quaker Oats Co. at Cedar Rapids, Iowa, has been completed and they commenced receiving grain on November 22. The company has been inconvenienced by the lack of elevator space, but now expects easy sailing.

MINNESOTA AND WISCONSIN.

Maplewood, Wis., wants an elevator.

Albert Nelson is buying grain at Kinbrae, Minn.

The Farmers' Elevator at Clara City, Minn., is operating.

There is talk of a farmers' elevator for Nerstrand, Minn.

The Farmers' Elevator at Detroit, Minn., is receiving grain.

J. H. Hans is buying grain at his new elevator in Altura, Minn.

A farmers' elevator company may be organized at Kennedy, Minn.

A new elevator will be built at Lakeland, Minn., in the near future.

The Monarch Elevator Co. is erecting a flour warehouse at Clinton, Minn.

Dan Sweeney has acquired the Great Western Elevator at Green Isle, Minn.

John Prust and Max Buelow have purchased the elevator at Jefferson, Wis.

John Bounck of Eau Claire, Wis., will build an elevator at Owen, in the near future.

The Homestead Elevator Co. is operating a feed mill in its plant at Westbury, Minn.

Bergen Bros. have closed their grain warehouse at Calumetville, Wis., for the season.

A new engine will be put in the plant of the Farmers' Elevator Co. at Four Corners, Minn.

The new 12,000-bushel elevator for the Cologne Milling Co. at Waconia, Minn., is receiving grain. It cost \$3,000.

Recently the Western Grain Products Co. of Milwaukee, Wis., increased its capital stock from \$25,000 to \$50,000.

The Farmers' Elevator at Lake Park, Minn., is receiving grain, with J. Damschen, of Pelican Rapids, as buyer.

F. W. Wicklow has bought the elevator at Owatonna, Minn., he has had charge of, from L. Virtue, the owner.

H. E. Gingrey of Iowa has purchased the old Osakis Farmers' Elevator at Osakis, Minn., from the Thorpe Elevator Co.

A spacious grain platform has been built at Henning, Minn., by the Northern Pacific Railroad, at a cost of \$1,000.

The Two Rivers Mercantile Co. is remodeling a large building at Two Rivers, Wis., into a grain and hay warehouse.

The St. John Grain Co. will convert the old creamery addition to their elevator at Le Seuer, Minn., into an engine room.

The old McGregor Elevator at Windom, Minn., will be operated by the St. John Grain Co., Mr. Kirk having charge of both plants.

An elevator is contemplated at Cray, Minn., which is a new station near Mankato. It has a place on the map of the Omaha line.

W. C. Miller of Womewoc, Wis., who acquired the Norwalk Mill & Grain Co.'s mill at Norwalk, did not take over the grain business.

J. C. Byrnes, proprietor of elevators at Mapleton and Wells, has purchased another one at Mankato, Minn. He makes Mapleton his headquarters.

J. C. Barnes, an elevator man of Wells, Minn., has purchased the grain business of S. H. Granis of Mankato, Minn., for \$9,000, possession to be given May 1.

The N. C. Foster Lumber Co. has its elevator at Fairchild, Wis., in operation. A 60-horsepower Rathbun Engine and Smith Suction Gas Producer have been installed, together with a large electric dynamo. The power derived from this

plant through the day will be used to operate the mill and elevator, while at night it will supply light for the city.

It is reported the Cargill Elevator Co.'s new steel elevator, to be erected at Rice's Point, Wis., will cost \$650,000, and will accommodate 1,500,000 bushels of grain.

The Dakota Elevator Co. of Minneapolis has purchased the Osseo (Minn.) plant from the Stewart Elevator Co. Mr. Spence has been retained as manager.

The old "A" Elevator at Owatonna, Minn., which was erected at a cost of from \$10,000 to \$18,000, many years ago, is being torn down for the lumber by its owner, L. Virtue, who acquired it from the Hastings Milling Co. The building had a capacity of 85,000 bushels, but has been idle some time.

Leonard Virtue, who recently severed his connection with the Hastings Milling Co., has purchased the West Side Elevator on the C., R. I. & P. R. R. right-of-way at Owatonna, Minn., and opened it November 26. The plant is an ideal one in every respect, complete with the most improved machinery.

Incorporation papers have been secured by the Grain Producers' Elevator Co. at Duluth, Minn., which is capitalized at \$200,000. Among those interested are Charles Barto, Superior; W. C. Fairbanks, Robert J. Gardner, George W. Groves and J. M. Martin, Lakota, N. D.; Ferdinand Schindle, Dinsmore, N. D., and Edward F. Kenefic, Duluth. The company will deal exclusively in grain and has opened offices at Duluth.

OHIO, INDIANA AND MICHIGAN.

A second elevator is going up at Clare, Mich. Marshall Hannum will erect an elevator at Bellefontaine, Ohio.

The Sheridan Elevator Co. of Sheridan, Mich., has been incorporated.

G. N. Perrill's new elevator at Jamestown, Ohio, is nearing completion.

T. D. Kinney, a farmer of Chalmers, Ind., will embark in the grain business.

The Burge Milling Co. has built an addition to its elevator at Marion, Ind.

B. I. Hosler & Co.'s new elevator at Walkerton, Ind., is nearing completion.

Floyd Burlington of Parter, Mich., has purchased the elevator at Marcellus.

A grain elevator at Dexter, Mich., has been leased by the Stockbridge Elevator Co.

Dillen & Sellers have succeeded the grain firm of Osborne, Dillen & Sellers at Frankfort, Ind.

New & Kinder have succeeded Thomas & Kinder in the elevator business at Willow, Ind.

The Alma Elevator Co. has been incorporated at Alma, Mich., with a capital stock of \$10,000.

The Chesaning Grain Company is remodeling a building at St. Charles, Mich., into an elevator.

A new elevator will be built at Menominee, Mich., in the spring by the Carpenter & Cook Co.

It is said the Ogemaw Grain & Seed Co. of Ogemaw, Mich., has incorporated as a stock company.

Work on the new elevator the Miami Grain Co. is building at Bowersville, Ohio, is nearing completion.

After several weeks of idleness the elevator at Petersburg, Mich., has resumed under new management.

R. J. Noble has sold his elevator at Auburn, Mich., to a Mr. McDonnell of Bay City and R. J. Rowden of Auburn.

The A. Wasmuth & Son Company of Andrews, Ind., have installed an Improved Hall Signaling Distributor in its elevator.

George Malsbary of Linden, Ind., has acquired the two elevators owned by W. B. Lynch at Darlington, Ind., and is in possession.

Four small tile tanks with a combined capacity of 35,000 bushels will be erected by the Barnett & Record Co. of Minneapolis, for the Quaker Oats Co. at Battle Creek, Mich.

C. Mings is in charge of the installation of machinery in the new 15,000-bushel elevator the Nordyke & Marmon Company is building for the Heffner Milling Co. at Circleville, Ohio.

Mrs. Della Thure, who has been identified with the milling and grain business all her life, has been appointed receiver for B. M. Holcomb & Co., owners of the mill and elevator at Caledonia, Ohio.

E. L. Carroll of Decatur, Ind., has disposed of his elevators at Decatur, Monroe, Peterson, Curryville and Craigville to George T. Burk of Colfax, Ind. The latter has interests at the last-named place which have proven profitable, and

it is for this reason he is broadening out. The new owner takes possession on December 15.

Frank Menefee of Oxford, Ind., has acquired the Dayton (Ind.) elevators from Finch & Freeman.

Articles of incorporation have been granted the Indiana-Illinois Elevator Co. of Terre Haute, Ind., which proposes to establish a line of elevators along the Chicago division of the Southern Indiana Railroad.

Six concrete tanks, with a capacity of 175,000 bushels of grain, have been built for the Goeman Grain Co. of Toledo at its elevator in Mansfield, Ohio. A drier with a capacity of 12,000 bushels per day has been installed.

The elevator and contents belonging to the Branthouse Grain & Seed Co. at Morral, Ohio, are reported for sale. It is said the company found it necessary to suspend business because it had become too heavily involved.

Incorporation papers have been secured by the Yeoman Grain Co. of Yeoman, Ind., which expects to construct and operate elevators. The capital stock is \$9,000 and is held by Clarence Johns, Charles C. Spencer and William H. Hannelle.

WESTERN.

T. T. Strain is new in the grain business at Portland, Ore.

R. A. Scott has disposed of his grain business at North Yakima, Wash.

N. M. Vilm, owner of a half interest in the Billings (Mont.) Milling Co., is contemplating a new elevator at Bridge, Mont.

A new firm at Boise City, Idaho, will begin a retail seed and grain business under the name of the Western Seed & Grain Co.

The Greenacres Co., capitalized at \$10,000, is a new corporation at Spokane, Wash., which will engage in the grain and hay business.

The Golden Grain Co. of Tacoma, Wash., was recently incorporated by W. W. Green, L. F. Gault and F. C. Brewer, with a capitalization of \$50,000.

Damage claims of six persons, amounting to \$2,000, were paid voluntarily by the Colorado Milling & Elevator Co., whose dam burst recently at Golden, Colo.

The Babcock Hardware Co. of Billings, Mont., is considering the erection of a 100,000-bushel elevator at that place and smaller ones in the Yellowstone and Clark's Forks Valley. It is also proposed to build a new mill.

An increase in the capital stock of the Eastern Washington Grain & Fuel Co. of Spokane, Wash., has been noted, making the total \$100,000. The company was organized a year ago, with a capitalization of \$25,000. The capital stock has been subscribed by the present stockholders. Officers of the organization are R. E. Cavette, president; R. S. Butterfield, vice-president; H. S. Dorman, manager, and E. P. Huber, secretary and treasurer.

MISSOURI, KANSAS AND NEBRASKA.

An up-to-date elevator is going up at Lyndon, Kan.

The elevator at Nelson, Neb., is nearly ready for occupancy.

The Farmers' Elevator at Ord, Neb., is going up in a hurry.

O'Shea Bros. will build an elevator near Humphrey, Neb.

Alpha Graff will engage in the grain business at Pickrell, Neb.

The Duff Elevator at Papillion, Neb., is rapidly nearing completion.

Repairs will be made on the wrecked Brass Elevator at Elba, Neb.

The Weekes Elevator Co. has acquired an elevator at Schaupps, Neb.

George Scoullar has just completed the third elevator in Superior, Neb.

Work is progressing rapidly on the Farmers' Elevator at Loup City, Neb.

George Trunkenboltz has bought E. P. Betts' grain business at Eagle, Neb.

A. S. Aden is the new proprietor of the Lincoln Grain Co. at Wahoo, Neb.

The Newton Milling & Elevator Co. of Newton, Kan., is adding to its plant.

A new foundation has been built under the Jacques Elevator at Fairbury, Neb.

A new elevator for the Arkansas City Milling Co. is building at Redrock, Kan.

Mrs. K. A. Kehoe has disposed of her elevators at Platte Center and Tarnow, Neb., to the T. B. Hord Grain Co. of Central City, and will retire

from the business, moving to her former home in Canada.

John O'Donnell & Son are adding an addition to their elevator at Trenton, Neb.

W. A. Porter has succeeded Porter & Delaney in the grain business at Centerview, Mo.

E. Ellwood Jr. has acquired the business of the Kansas Grain Co. at Windom, Kan.

J. M. Semel has disposed of his elevator at Imperial, Neb., to the F. C. Krotter Co.

The firm of G. R. Denny & Co., grain dealers of Kearney, Mo., has discontinued business.

Bonawitz & Osborn of Deshler, Neb., have dissolved their partnership in the grain business.

The Crowell Grain Co. of Bradish, Neb., have installed an Improved Hall Signaling Distributor.

The T. B. Hord Grain Co. of Central City, Neb., have installed another Hall Non-Chokable Boot.

C. Vincent of Omaha has promoted a new \$10,000 farmers grain company at Mason City, Neb.

Calvert & Bevins lately acquired the grain business belonging to L. Cortelyou at Muscotah, Kan.

W. B. Hicks is the successor of the South Haven Milling & Elevator Co. of South Haven, Kan.

The Central Granaries Co. is placing the finishing touches on its new elevator at Ravenna, Neb.

Allen & Slyker of Crystal Springs, Kan., will equip their elevator with a Hall Non-Chokable Boot.

J. W. Barbee has given a bill of sale for his grain business at Gandy, Neb., amounting to \$5,500.

The Kansas Grain Co. has opened its new elevator at Webber, Neb., with Clyde Goodall as manager.

J. W. Berry has secured the elevator at Sherdahl, Kan., owned by Bert Ainsworth, through a farm trade.

A new gasoline engine is a recent acquisition to the plant of the Cochrane Grain Co. at Brashear, Mo.

W. L. Clapp secured the elevator at Bloomington, Neb., owned by Furry & Sons, through a trade for land.

Henry Roberts will install Improved Hall Signaling Distributors in his elevators at Crofton and Fordyce, Neb.

Two Hall Signaling Distributors will be installed by the Trans-Mississippi Grain Co. in its elevator at Kearney, Neb.

Thresher & Fuller of Kansas City, Mo., have been succeeded by the Thresher-Fuller Grain Co., which is incorporated with a capital stock of \$25,000.

C. C. Shoffner, a prominent farmer near Up-land, Kan., is building an 8,000-bushel grain elevator on his estate and will equip it with a gasoline engine.

A new elevator will be built by the Omaha Elevator Co. near Humphrey, Neb. The company recently sold its plant in town to the Farmers' Co.

G. W. Warner has disposed of his grain establishment at Beatrice, Neb., and moved to De Witt, where he has recently purchased W. W. Barney's elevator.

P. H. Pelkey of Wichita, Kan., is building a 10,000-bushel elevator at Delavan, Kan., for Kingman & Ray, and also one of the same size for Croner & Ray at Wilsey, Kan.

The new terminal elevator at Omaha, Neb., belonging to the Nye-Schneider-Fowler Co., is receiving grain. It is in charge of George C. Johnson and J. R. Morris of the Fremont office.

C. T. Neal, manager of the new 500,000-bushel elevator the Burlington erected at Harlem, Kan., is reported to have said an addition doubling the capacity will be erected in the immediate future. The plant is leased by the Murry Elevator Co.

Articles of incorporation have been secured by the Farmers' Grain & Live Stock Co. of Hordville, Neb., which is capitalized at \$20,000. The incorporators are James C. Connor, George C. Grosvenor, Peter A. Erickson, Swan I. Benson, Louis P. Jones and Clarence M. Knutson.

Reports say the big elevator and mill the Kansas Milling Company is erecting at Wichita, Kan., will soon be completed. The elevator is covered with steel, and south of the main elevator are six immense storage bins, made of steel. The elevator has a storage capacity of 300,000 bushels and there is a cement tunnel ex-

tending from the elevator to and under the big steel storage bins.

At Fremont, Neb., an Improved Hall Signaling Distributor has been put in the elevator belonging to the Fremont Stock Yards & Land Co.

A new 6,000-bushel circular elevator, constructed of cement, has been opened at Dexter, Kan., and it is said to be the only one of its kind in that state. The plant stands 68 feet high, while the grain bins are 28 feet high. The plant is equipped with Morse-Fairbanks' machinery and has a Nordyke & Marmon Feed Mill. L. T. Shrader, son of one of the owners, has been given the management.

The new 500,000-bushel elevator owned by the Burlington road, which opened recently at Harlem, Mo., is declared to be an ideal plant in every respect. Circular bins can be added at any time, increasing the capacity when the occasion demands. The elevator is built of steel, brick and tile and is considered fireproof. It rests upon 1,248 piles, driven from 33 to 36 feet deep, which form the basis for a concrete foundation. The plant has its own water power and its own lighting plant. A dust collector removes all dust and dirt from the building and carries it to the engine room, where it is consumed under the boiler. Power is transmitted by rope drives.

SOUTH AND SOUTHWESTERN.

L. R. Dettra & Co. will build a 20,000-bushel elevator at Bartonville, Va.

Recently the Kendall-Certain Co. opened a grain business at Chattanooga, Tenn.

Grain men held a mass meeting at Enid, Okla., recently, to discuss the car shortage.

Tower & Hammer are operating their new elevator at Cowita, I. T., with considerable success.

W. A. Tully & Co.'s elevator at Cowita, I. T., is out after the business and appears to be getting it.

The Longmont Farmers' Milling & Elevator Co. has its new plant at Denver, Colo., ready for business.

It is expected the new plant of the Henshaw Mill & Elevator Co. at Henshaw, Ky., will be opened soon.

W. O. Hutchinson of Shattuck, Okla., is having P. H. Pelkey build him a 15,000-bushel balloon frame elevator.

The new elevator built by the Illinois Central and Southern railroads at Nashville, Tenn., was ready for grain on December 10.

Alderman Ben Weil of Alexandria, La., has opened a branch of his grain business at Baton Rouge, in charge of R. H. Sterling.

The Rea-Patterson Milling Co. of Coffeyville, Kan., is in its new elevator at Oaktah, I. T., erected by P. H. Pelkey of Wichita, Kan.

A 20,000-bushel cribbed elevator has just been completed by P. H. Pelkey of Wichita, Kan., for the Bradley Elevator Co. at Bradley, I. T.

Corn machinery and transmission apparatus is being installed by P. H. Pelkey of Wichita, Kan., in the elevator of the Cordell Gin & Milling Co. at Cordell, Okla.

Among the elevators P. H. Pelkey of Wichita, Kan., is building, may be mentioned one of 15,000 bushels' capacity at Hinton, Okla., for the Hinton Milling Co.

Hamiter & Bushey of Shreveport, La., are erecting a 15,000-bushel elevator, consisting of steel tanks on a concrete foundation, to go with their new corn mill.

The Kanawaha Grain Co. of Newport News, Va., is a new corporation, with F. T. Washington, John A. Upshur and C. St. John Howard as officers. It is capitalized at \$50,000.

The Chickasha Milling Co. is having P. H. Pelkey of Wichita, Kan., install corn machinery and larger gasoline engines in its elevators at Pocaagit, Verden and Chickasha, I. T.

Incorporation papers have been secured by the Southern Elevator Co., capitalized at \$2,000, to do business at Louisville, Ky. Those interested are William A. Feltman, Godfried Lips and Walter F. Bickel.

P. H. Pelkey of Wichita, Kan., is building a 20,000-bushel corn elevator at Okemah, I. T., for the Okemah Mill & Elevator Co., and another of 15,000 bushels' capacity for the New State Mill & Elevator Co. at Warner, I. T.

The Board of Trade of Nashville, Tenn., announce the following grain firms as having increased their capital, together with the amount of the increase: Logan & Co., \$25,000; Miller & Co., \$5,000; Nashville Warehouse & Elevator Co., \$100,000; Capital Grain Co., \$5,000; R. M. Sam-

uels & Co., \$15,000; Hughes Warehouse & Elevator Co., \$5,000.

The Fernandina Dock & Realty Co. of Fernandina, Fla., will soon erect two large elevators, one at either end of a canal 200 feet wide it proposes to dredge through the marsh along the grant connecting the river with the slough.

Articles of incorporation have been granted the Higgins-Roberts Grain Co. of Oklahoma City, Okla., which is capitalized at \$10,000. Among those interested are S. M. Alexander, Ft. Worth, Texas; S. L. Rule, Lone Wolf, and G. C. Roberts Jr. of Oklahoma City.

P. H. Pelkey of Wichita, Kan., is installing corn machinery in the elevators of the Wheatland Grain Co., Wheatland, Okla.; Ed. Stobaugh, Crescent, Okla.; Okarche Mill & Elevator Co., Okarche, Okla., and the El Reno Mill & Elevator Co. at Dover, Kingfisher and El Reno, Okla.

It is proposed by the Capital Grain & Elevator Co., just incorporated at Oklahoma City, Okla., to control elevators at the main shipping points on the Santa Fe lines in Northern Oklahoma. The company has a capital stock of \$100,000 and is composed of A. E. Stinson, Guthrie; D. D. Cotteral, Newkirk; J. B. Norton, Red Rock; J. B. Hutchins, D. J. Donohue, Ponca City, and W. M. Randels of Enid. Several Indiana capitalists are also interested. A \$35,000 elevator will be constructed at Oklahoma City. The company has already absorbed the largest grain firm at Guthrie. E. A. Stinson, who was manager of the Capital Grain Co. at Guthrie, will be general manager of the new company.

EASTERN.

Horace Carson is now running the grain business at Mt. Vernon, Me.

A. H. Reynolds has built an addition onto his granary at Essex, Conn.

A new elevator will be built for the General Flour and Feed Co. at Syracuse, N. Y.

Tierney & Dalton, grain dealers of Mechanicsville, N. Y., have dissolved and the former will continue the business.

A large addition and general alterations will be made to the Pennsylvania Railroad's elevator at North Philadelphia, Pa.

Bolfish & Call have purchased the elevator and business of Albert Rotch at Vineyard Haven, Mass. Mr. Rotch will remain as manager.

Work is progressing on the new two-and-one-half story elevator, 20x30 feet in size, the Farmers' Mutual Exchange is building at Frederick, Md.

Smith & Forbes, grain dealers at Amherst, Mass., dissolved partnership the latter part of November, and Mr. Smith will continue alone in the future.

Stockholders of the Whitehall Grain Co. of Baltimore, Md., recently elected Nelson Gilbert, president; C. C. Slade, vice-president; M. W. Bahn, secretary, and S. W. Black, treasurer and superintendent.

George T. Todd, president of the Farmers' Feed Company of New York, N. Y., has plans in hand for enlarging the four-story grain house the company maintains. About \$50,000 will be expended in the improvements.

Van Deusen & Foley of Springfield, Mass., have disposed of their wholesale grain and flour business to George E. Adams, for six years manager of the E. Crosey & Co. warehouse at Brattleboro, Vt. Mr. Adams expects to incorporate in the near future.

George Laboune Jr., warden of Juliet City, Conn., has purchased the elevator at that point, formerly owned by Charles J. Mott. The business was originated more than twenty-five years ago by J. E. Leonard and son and was sold by F. S. Leonard to George H. Lowerre Jr. of New York last April, who later disposed of it to his clerk, Mr. Nott. Mr. Laboune, the present owner, is not a new man in business, he having sold a successful business to his father a few weeks ago. He will retain Mr. Mott as foreman.

A deal was recently consummated at Buffalo, N. Y., whereby the Spencer Kellogg Co. acquired the Coatsworth Elevator for a consideration of \$50,000. The plant has a capacity of 750,000 bushels and is situated on the Buffalo River, the other side of the slip from the Kellogg Elevator. It is said that the Spencer Kellogg Company intends to make improvements in its plant. A three-story linseed oil mill is to be erected behind the Coatsworth Elevator. The new mill and elevator will be a duplicate of Kellogg's mill and elevator on the other side of the slip, and in case of fire grain can be shot across the slip from one building to the other. The new mill will have a capacity of 48 presses, of which 24 will be ready for installation when the build-

ing is completed. The mill will be operated by Niagara Falls water power.

E. F. Wilbur & Son are building a new grain establishment at Mansfield, Mass., which is constructed partially of concrete blocks. These extend up fourteen feet, while framework is used for the remaining sixteen feet. A 20-horsepower electric motor will drive the elevator machinery.

Both of the engine rooms in the two grain elevators at the Grand Trunk in Portland, Me., have been lately remodeled and refitted. In elevator No. 1 is an Atlas-Corliss Engine of 1,000 horsepower installed in 1887, and in elevator No. 2 a little more modern engine, the Atlas-Corliss installed in 1891, and also of 1,000 horsepower. The power derived from the engines is utilized in discharging grain cars and in leading the steamers again from the elevators. This is done simultaneously. The two engines consume an average of 1,000 tons of coal per month during the season.

Announcement is made of the reorganization of the old grain firm of Smith, Northam & Co. of Hartford, Conn., so that some of those who have been employed by the concern during its forty-two years of life may become stockholders. On December 1 the company, incorporated under the same name, took possession of the plant. The firm was founded in 1864 under the name of Bradford, Northam & Co., composed of E. C. Bradford, C. H. Northam and J. H. Rennick. In 1866 the Bradford interest retired in favor of James A. Smith and Charles A. Robinson, the firm then being known as Smith, Northam & Robinson. Mr. Robinson died in 1882, and the firm name was changed to Smith, Northam & Co., by the admission of Mr. Emlyn V. Mitchell. In 1897 Mr. Smith died, and the surviving members of the firm, Mr. Northam and Mr. Mitchell, have continued the business in the same office on State Street until the present time. The directors of the new corporation are Charles H. Northam, Emlyn V. Mitchell, Russell C. Northam, George H. Little and Clair S. Hutchinson. Charles H. Northam was one of the original founders of the firm in 1864. Mr. Mitchell's connection with the business dates from the year 1874. Mr. Little, one of the directors, has been in the firm's employ for twenty-eight years; Mr. Hutchinson for twenty-five years; Russell C. Northam for ten years. Mr. Mitchell will serve as president of the company, Russell C. Northam as vice-president and Mr. Hutchinson as secretary and treasurer. The stockholders in the new company, besides Messrs. Northam and Mitchell, will be the following employees of the old firm: George H. Little, who has been for twenty-eight years a traveling salesman; Clair S. Hutchinson, cashier and chief clerk for twenty-five years; Russell C. Northam, son of the senior member of the old firm, for ten years a traveling salesman; M. E. Griffin, for many years head of the hay department; Marshall H. Fuller, a traveling salesman for many years, and C. H. Northam Jr., son of the senior member of the firm, who is superintendent of the grain elevator on Windsor Street. Charles H. Northam, head of the old firm, will be chairman of the board of directors of the company and the managing director. The company will have a capital of \$100,000, all paid in.

THE DAKOTAS.

Max, N. D., is to have a third elevator.

A new 25,000-bushel elevator is promised for Drake, N. D.

A new elevator is promised for Dover, N. D., in the spring.

The new Peavey elevator, at Montrose, S. D., opened recently.

Wait & Dana of Armour, S. D., are building an elevator at Corsica.

John Sillers has erected a grain warehouse at Dunseith, N. D.

T. H. & C. S. Cousins will build a new elevator at Sykeston, N. D.

The Pacific Elevator Co. is erecting a new plant at Brentford, S. D.

A new elevator is rising at a point between Omernee and Overly, N. D.

A new elevator is being built for the Security Elevator Co. at Brentford, S. D.

The Osage Farmers' Elevator is one of three that are going up at Pekin, N. D.

Lindquist Bros. have both their elevators near Browns Valley, S. D., in operation.

The Thorpe Elevator Co. will build an addition to its elevator at Gunthorp, N. D.

The Minot Flour Milling Co. of Minot, N. D., will erect a large elevator in the spring.

The Excelsior Mill Company of Yankton is building a new 25,000-bushel elevator at Kenne-

bec, S. D., which will be installed with a gasoline engine.

With a capital stock of \$5,000 the Farmers' Elevator Co. at Pollock, S. D., has organized.

An addition is being built on the Minnesota & Western Elevator Co.'s plant at Galesburg, N. D.

The Andrews & Gage Elevator at Sykeston, N. D., has resumed after extensive repairs were made.

Fifty-five farmers are interested in the new farmers' elevator which just opened at Hoople, N. D.

The Farmers' Grain Co., Starkweather, N. D., has increased its capital stock from \$100,000 to \$250,000.

It is contemplated by the Osage Farmers' Elevator Co. to commence buying on the street at Bue, N. D.

Jack Taylor recently completed a new grain elevator at Dunseith, N. D., making the second for the town.

Another bin, with 15,000 bushels' capacity, has been added to the Woodworth Elevator at Anamoose, N. D.

Work is progressing on the Brown Elevator Co.'s new plant, with a capacity of 25,000 bushels, at Garretson, S. D.

Plans for the erection of a new elevator at Arnold, N. D., are being prepared. The old warehouse will be razed.

The Atlas Elevator Co. will erect another elevator at Osceola, S. D., and expect to have it in operation by February 1.

A temporary bin of 15,000 bushels' capacity has been built onto the plant of the Acme Elevator Co. at Tower City, N. D.

Four elevators comprise the principal sights to be seen in McVillie, N. D., and the vista will soon be improved with another.

Elevators at Cooperstown, N. D., are building large bins to accommodate the grain they must hold because of the car shortage.

Another 40,000-bushel elevator will be constructed at Lisbon, N. D., the Great Western Elevator Co. deciding it was necessary.

Elevators will be erected by the Rugby Roller Mill Co. of Rugby, N. D., at stations along the new Great Northern extension to Crosby.

The Independent Elevator Co. received 4,000 bushels of wheat at its new elevator at Brentford, S. D., the day it opened last month.

A bin holding 25,000 bushels of grain has been erected by the Royal Elevator Co. at Balfour, N. D., close beside its elevator, and grain is now being received in it.

The Victoria Mercantile Co. is preparing plans for a new elevator at Buford, N. D. It is expected 800,000 bushels of grain will be marketed there after the river freezes.

Large wheat bins have been erected by the Farmers', Northland and Eaton elevators at Lan-kin, N. D., giving an increased elevator capacity of 60,000 bushels for the town.

Chamberlain, S. D., has added another notch to its record stick, for the first elevator commenced business the 15th of last month. Several warehouses are prospering in the town.

The Minot Flour Mill Co. of Minot, N. D., contemplate building and operating a large elevator in order to keep its mill running twenty-four hours a day throughout the year.

Because of the car shortage the Atlantic Elevator Co. is building a 20,000-bushel warehouse at Fingal, N. D., and it is reported the Farmers' Elevator Co. and the Woodworth Company will do likewise.

Incorporation papers have been issued to the Standard Elevator Co. of Kulm, N. D., which is capitalized at \$60,000. Among those interested are James B. Sharpe, Charles Pruetz and Peter C. Binfening.

A concerted effort is being made by North Dakota shippers and millers to secure the opening of the Great Northern Elevator at Superior, Wis., so a competitive market can be had at the head of the lakes. The latter interests want the wheat direct as it comes from the farmers, and have been unable to get it from Duluth, as the grain shipped there is run through the mixing houses before being resold.

A famine of coal in Glenburn, N. D., which has been increasing since early October, affects the Imperial Elevator Co. and the Acme Elevator Co., which have plants there. Both have appealed to the head offices in Minneapolis for relief. The Commercial Club of Glenburn on December 12 wired to a Minneapolis newspaper that there was not a pound of coal in the town, and that unless a special train load of twenty-five cars was rushed through there would be great suffering. The sit-

uation is similar to one which exists throughout the Northwest and the West, and is laid to the car shortage.

Articles of incorporation have been secured by the Napoleon Elevator Co. of Napoleon, N. D. The incorporators are C. L. Merrick, L. S. Schuler, Napoleon, and N. C. Young, Fargo. The capital stock is \$25,000.

Articles of incorporation have been filed by the Farmers' Elevator Co. of Cozad, Neb., which is capitalized at \$10,000. The directors are T. F. S. Rasmussen, J. F. Bacon, O. E. Riffel, W. H. Slade, H. C. Mead, B. J. Atkinson, J. F. Dunn and W. A. Morris.

CANADIAN.

It is reported the C. P. R. will erect an elevator at Tottenham, Ont.

The new 40,000-bushel elevator at Innisfail, Alta., is receiving grain.

The I. C. R. elevator at St. John, N. B., recently started up for the season.

The Saskatchewan Elevator Co.'s new elevator at Fielding, Sask., is handling grain.

A 7,000-bushel addition is being built on the Torpin Grain Co.'s elevator at Lindsay, Neb.

It is now said the report that the C. P. Railroad would lease its elevators at Ft. William was a newspaper "fake."

Machinery is being installed in the new plant of the Farmers' Milling and Elevator Co., Ltd., at Prince Albert, Sask.

One of the elevators at Ninette, Man., was blocked because of the car shortage, but early in November resumed.

An elevator will be erected at Asquith, Sask., by the Western Elevator Co., for which the machinery has been already purchased.

A. B. Campbell and R. P. O. Hewell of Edmonton, Alta., have leased the 120,000-bushel elevator and flour mills at that place from the Dowling Mills Co.

J. G. Morrison and others are erecting a 30,000-bushel elevator at McCoon, Sask. Recently they purchased 17,000 bushels of wheat there and stored it in temporary cribs on the sidetracks.

The C. P. R. grain elevator B, at Fort William, Ont., one day recently put 198,000 bushels into the hold of the steamer Matthews in one hour and 57 minutes, an average of 1,695 bushels a minute. What is said to have been the previous record was made by the Great Northern elevator at Duluth, Minn., which on one occasion had loaded a steamer at the rate of 1,300 bushels a minute.

IMPORTANCE OF CORN.

The gigantic strides corn has been making within the last few years, both as to the acreage planted and the total output, are attracting wide attention, and the query is being made, if corn and not cotton is to be king in this country. According to the latest statistics the area this year was 1,500,000 acres greater than ever before, the total being 95,535,000 acres, and it is estimated the crop will reach the enormous amount of 2,881,000,000 bushels, or a value according to the market price of \$1,215,000,000. If the state of Connecticut should start out to buy up the corn crop of this year, it would take the entire property of the state, and then she would have to borrow nearly \$20,000,000.

Only once before in the history of the cereal has the average crop per acre reached as high as this year—30.2 bushels—and that was in 1878 when it was 30.8. It was in 1872 that the product first reached the billion bushel mark. The increase in the acreage that year was phenomenal, brought about by the opening of the great West by the railroads, and bringing into cultivation vast tracts of the rich prairie lands of that section. Since then the crop has grown to three times the yield and four times the market value.

Since 1897, a period of nine years, we have added more than 15,000,000 acres to the corn area of the country, and it is confidently predicted that in five more years we will have full 100,000,000 acres in the great national cornfield.

There had been several attempts to introduce our corn as a food product into Europe, but the attempts did not meet with any great success. It was these attempts that gave, for a time, a stimulus to the raising of corn. The stimulus did not last, but another factor entered, and corn went climbing up in the area covered by its cultivation. The sudden turn in the fortune of this great American cereal can be readily traced, and its phenomenal development is wholly owing to a change in the conditions here. The disappearance of the ranch system of cattle growing,

forced by the taking up of the public and railway lands by actual settlers, has caused a demand for American corn, for animal feeding purposes, and this demand will, in all probability, increase, and corn-growing continue to be a prominent factor in American farming. Another interesting feature of this increased demand for corn is the remarkable steadiness of the market price.—Indiana Farmer.

COMMISSION

A. Richard Frank and Harold G. Meadows were recently admitted to membership in the Chicago Board of Trade.

George C. Ball, Chicago, will sever his connection with T. A. McIntyre on December 15, to embark in the general brokerage business on his own account.

Watson & Co. of Minneapolis, Minn., have opened a grain and stock brokerage office in the Manhattan Building at Duluth, Minn. S. T. Welch is the Duluth manager of the company.

F. D. Day & Co. of Omaha, Neb., a grain and bond commission firm, with branches in several cities in Nebraska, South Dakota, Iowa and Minnesota, closed their doors the latter part of November.

George H. Phillips of Chicago, Ill., the principal figure in the corn deals of 1900 and 1901, has sold his membership in the Chicago Board of Trade and will start the middle of December for Goldfield, Nev., where he will engage in the mining business.

The Thresher-Fuller Grain Company of Kansas City, Mo., has filed articles of incorporation with a capital stock of \$25,000, fully paid. The incorporators are R. J. Thresher, L. A. Fuller, C. H. Manning, H. J. Smith, Felicie Thresher, Ada Fuller, and R. C. Menefee.

William H. Martin was suspended from the Chicago Board of Trade the latter part of November. Martin was formerly known as a big trader and, while a member of the firm of Costor & Martin, he engineered a large corn deal in 1892 which ended disastrously. For some time past Martin has been in New York.

The Nye-Schneider-Fowler Co. of Fremont, Neb., opened offices the latter part of November in rooms 428-430 the Bee Building, at Omaha. J. R. Morris and Geo. C. Johnson, formerly in the general office at Fremont, are in charge of the new location. The new Omaha elevator of the company commenced handling grain on December 1.

George T. Sidwell of Geo. H. Sidwell & Co., Chicago, returned home recently from an extended wedding trip East and South. He is now at home at 3888 Grand Boulevard. He was given a rousing reception when he reappeared "on 'change," as he is very popular both with pit and cash traders.

Frank J. Fahey, one of the partners of Ware & Leland, Chicago, has retired from the firm. The style of the firm remains unchanged. Ware & Leland are known as one of the most reliable and substantial firms on the Chicago Board of Trade and have offices in the Postal Telegraph Building, adjoining the Board.

The Glucose Sugar Refining Co., with offices in the Rookery Building, Chicago, has changed its name to the Corn Products Mfg. Co. The change was made to comply with the pure food law, which requires that only the goods manufactured shall be placed on the firm label. The company is now making pure corn goods only, and hence wished to eliminate the word "glucose" from the label.

J. H. Faulkner, head of the brokerage firm of J. H. Faulkner & Co. of Cedar Rapids, Iowa, will close his business there the first of the year and go South on account of Mrs. Faulkner's health. Mr. Faulkner is well known in Iowa and will be missed as a factor in the grain trade of the state. It is his intention to establish a business at some point in the South and will inform his friends as to his whereabouts as soon as he is located.

Clarence H. Thayer & Co. of Chicago, Ill., have secured C. A. Hotterscheid to represent them through the southwestern part of Minnesota, the northwestern and western part of Iowa, and the northwestern part of South Dakota. Mr. Ed. H. Hasenwinkle, for years connected with the grain business at Bloomington, Ill., has been representing them since December 1 in Illinois, the eastern and northeastern part of Iowa, and southeastern part of Minnesota.

THE EXCHANGES

It is proposed to incorporate the St. Joseph (Mo.) Board of Trade.

Frank C. Badger has been suspended from the Chicago Board of Trade for three years on the charge of uncommercial conduct, as the result of his failure last July.

A recent amendment to the by-laws of the Winnipeg Grain Exchange provides that track buyers shall pay their country agents "regularly engaged from month to month a minimum salary of \$50 per month."

The names of A. S. White, John B. Adams and Hiram N. Sager have been mentioned as possible candidates to succeed President Walter Fitch of the Chicago Board of Trade upon the expiration of his term. It is probable that the elevator question will be made an issue at the coming election.

Arrangements have been made by the Winnipeg Grain Exchange for a weekly report from the eighteen terminal points in Canada on which to base a Canadian visible supply statement to be issued Monday morning. Telegraphic connection with the Minneapolis board for the exchange of regular quotations and statistics has also been arranged.

The New Orleans Board of Trade and the Illinois Central Railroad Co. have entered into an agreement whereby the weighing at the Illinois Central elevators will be in charge of the Board. Chief Inspector W. L. Richeson has placed weighers on duty at the elevators and for each weigher there is a checker employed by the railroad company. It is predicted that the other terminal elevator companies at New Orleans will follow the lead of the I. C. in this matter.

Two important amendments to the rules of the Chicago Board of Trade have been posted. The first provides that out-of-town members, some 400 in number, may be allowed to vote by proxy in much the same manner as provided by other grain exchanges. The second provides that a member who is unable to settle his indebtedness must file a statement with the secretary of the board and the directory is to have full power to order his membership sold. A measure of similar scope is now in effect on the New York Stock Exchange.

C. A. King & Co., Toledo, say, under date of December 6: "Commission on grain futures here will be eighth on all sized lots from one thousand to a million. To members of the principal exchanges the rate will be only sixteenth, to correspond with the reduction in Chicago. The cut on single thousands from a quarter to an eighth is to favor those who might foolishly go to bucket-shops. The directors approved the changes late yesterday. It will be adopted later after it has been posted. It will not go into effect until adopted."

Trading in three grades of contract wheat has been inaugurated on the Chicago Board of Trade. These grades are No. 1 northern, No. 2 red winter and No. 2 hard winter. The directors passed a resolution providing for this procedure after the matter had been agitated for several weeks by a number of members. It will be possible hereafter to buy or sell specified contract grades of wheat for future delivery in the Chicago market, and this is expected to simplify hedging operations. E. W. Dennis, who was a factor in bringing about the change, has issued a letter explaining the purposes and advantages of the new method.

The committee appointed by the Cincinnati Chamber of Commerce to investigate the feasibility of changing the rules governing commission charges reported against any changes in existing rules, but advised that the directors of the Chamber call to the attention of the railroads the underbilling of cars passing through that market, and also pass a rule making it compulsory for members of the Chamber to report every sale made on the floor of change on the official salesbook. The first recommendation and that one relating to underbilling were unanimously approved, but the last suggestion was not adopted. It was brought out at the meeting that many shipments are made from country points on minimum weights, which is a discrimination against this market, which must ship on actual weight. This matter will, unless amicably adjusted, reach the Interstate Commerce Commission. Those in favor of compulsory posting of sales declared that because of the lack of such a rule the annual statistical report of the Chamber is unreliable and practically worthless so far as statistics of hay, grain, seeds, etc., are concerned. When the adoption of this clause

was up for vote an even number voted yea and nay, and Chairman Maguire declared the clause lost.

The Omaha Grain Exchange has protested against what it regards as discrimination on the part of the railroads in favor of Chicago, Kansas City and Minneapolis in the matter of switching, reconsignment and other charges. The protest has taken the form of a set of resolutions in which a number of railroads are mentioned. The resolutions declare that "it is the policy of the Exchange to attack the said discriminatory rates and exorbitant and arbitrary charges at once; that such action be taken in every direction that counsel may advise is open to us, and that we carry on the conflict until we have obtained an absolute parity of rates with the cities named."

At a recent meeting of directors of the Baltimore Chamber of Commerce a rule providing for the weighing of grain under the reorganized weighing department was adopted. The rule, in part, reads as follows: "All grain arriving at the elevators, except grain in transit shipped on through bills of lading to foreign ports and not handled by members of the Baltimore Chamber of Commerce, also hay in public warehouses, is to be weighed under the supervision of the weighing committee, and said committee is authorized, when requested, to have outward weighing done from the elevators or elsewhere. The fee for weighing shall be 50 cents per car by rail and 45 cents per 1,000 bushels by water, prorating on smaller quantities. The fee for weighing out shall be 25 cents per 1,000 bushels or less."

The Toledo Produce Exchange has adopted the following rule: In all cases not otherwise stipulated, on contracts dealing with "first half" and "second half" of a given month's shipment, it shall be understood that in the thirty-day months up to midnight of the 15th shall be considered as the "first half" of said month's shipment, and that in the thirty-one-day months up to midnight on the 16th shall be considered as "first half" of the said month's shipment; the remainder of the month to be considered as "second half." On contracts relating to shipment during the month of February, when the said month contains but twenty-eight days up to midnight of the 14th shall be considered as "first half" of the said month's shipment, and when this month contains twenty-nine days up to midnight of the 15th shall be considered as "first half" of said month's shipment; the remainder of the month to be considered as "second half."

Changes have been made in the rules of the Chicago Board of Trade for the purpose of expediting the settlement of claims between members. The changes involve the invalidating of a claim debt as a cause for forfeiture or suspension of membership if the creditor fails to file with the secretary of the Board a statement of such claim within thirty days after the maturity of the indebtedness. Not only shall debts unregistered within such time after maturity fail to be held as just cause for forfeiture of membership, but they shall not be considered as operating as a deterrent to the transfer of the debtor's membership. The rule provides that claims shall be considered to have matured ninety days after their contraction. No claim shall be considered unless liquidated by transfer of cash or property. A member who has been suspended for failure to fulfil business obligations shall be considered permanently suspended if within one year he has not liquidated the claims against him.

ELECTION AT OMAHA.

G. W. Wattles, F. P. Kirkendall and S. A. McWhorter were recently chosen to succeed themselves as directors of the Omaha Grain Exchange, and at a subsequent meeting of the board the old officers of the Exchange were re-elected. They are: G. W. Wattles, president; S. A. McWhorter, vice-president; E. E. Bruce, second vice-president, and A. L. Reed, treasurer.

The standing committees for the ensuing year are made up almost exclusively of grain men, in response to a demand on the part of the active members for a larger voice in the management of Exchange affairs. These committees are as follows:

Grain Committee—J. H. Hamilton, E. S. Westbrook, E. P. Peck, E. C. Twamley, J. W. Holmquist, E. E. Huntley and C. Vincent.

Elevator Register Committee—N. Merriam, H. B. Beatty and J. A. Cavers.

Finance Committee—V. B. Caldwell, A. L. Reed and F. H. Davis.

Transportation Committee—E. E. Bruce, J. A. Kuhn, F. S. Cowgill, C. A. Davis and J. F. Carpenter.

Alleged Violation of Rules—James Walsh, J. E. von Dorn and S. J. Brown.

Arbitration—E. P. Peck, W. C. Sunderland, C. C. Crowell Jr., J. S. Morris and F. T. Shinrock.

Appeals—M. C. Peters, J. L. Kennedy, J. E. Thatcher, W. B. Burns and R. Beal.

Quotation Committee—S. A. McWhorter, C. L. Babcock, F. C. Hollinger, A. H. Bewsher and W. J. Hynes.

Membership Committee—A. B. Jaquith, T. L. Cockle, Arthur English, A. C. Thompson and G. H. Lyons.

Elevator Committee—F. S. Cowgill, E. A. Cope and G. E. Barnes.

It has practically been decided to move the Exchange to the new Brander's Building, and it is probable that the majority of grain firms will find offices in this structure.

COMMISSION RULE REPEALED.

The members of the Chicago Board of Trade on December 5 voted to repeal the rule raising the commission on grain transactions from $\frac{1}{4}$ cent to $\frac{1}{2}$ cent per bushel, and the business on the Board will hereafter be conducted on the old commission basis. A previous effort to repeal the rule was not successful, but it is evident that sentiment on the board has undergone a decided change, for those who favored the repeal were able to muster twice as many votes as their opponents.

Members from Duluth, St. Paul, St. Louis, Minneapolis and other cities came in to vote as authorized by their memberships on the Chicago Board. The balloting resulted as follows: Affirmative, 566; negative, 277. The motion that firms be allowed to place their floor men on salaries instead of on brokerage commissions was also voted on favorably, the ballot standing: Affirmative, 545; negative, 394.

NEW WEIGHING SYSTEM AT OMAHA.

It is announced that the Omaha Grain Exchange has adopted the system of weighing in use at Chicago and Peoria. By this system the receivers of grain do their own weighing on their own scales, with their own employees; but at each place a competent tallyman in the employ of the Exchange will be present to see that the amount is correct as shown on the beams, checking the weights used and in every other way verifying the accuracy of the weight. The elevator men, the grain committee and the directors of the Exchange concurred in recommending this system.

The system formerly in use was criticised by outside grain men, and some time ago Chief Inspector Powell was instructed to investigate the weighing systems in use at other markets. His report recommended the Chicago system.

The adoption of the new system means an additional expense of \$6,000 a year to the Exchange. This amount is made up by boosting the weighing fee from 25 to 35 cents per car, which is regarded as a small additional cost, considering the value returned. A record of the weight of each car will be preserved permanently in the office of the secretary.

EUROPEAN CONFERENCE ON AMERICAN GRAIN CERTIFICATES.

For a considerable time past there have been growing complaints on the part of the grain trade in the United Kingdom and on the Continent regarding the unsatisfactory results of trading on the basis of present American certificates of quality, which complaints led to an invitation by the London Corn Trade Association for a conference in London on November 2.

The meeting was attended by delegates of the following European associations: London Corn Trade Association, Liverpool Corn Trade Association, National Association of British and Irish Millers, Hull Corn Trade Association, Bristol Channel and West of England Corn Trade Association, Incorporated Corn Trade Association of Leith, Glasgow Corn Trade Association, Belfast Merchants, Sligo Merchants, Dublin Merchants, Irish Flour Millers' Association, Chambre Syndicale des Grains, Graines et Farines, Paris; Association Syndicale and de Conciliation des Grains and Graines, de la Region de Nord, Lille; Chambre Syndicale and de Conciliation des Grains and Graines, Dunkerque; Chambre de Commerce du Havre; Chambre de Commerce, Antwerp; Chambre Arbitrale, Antwerp; Associazione del Commercio dei Cereali e Semi, Genoa; Verein der Getreidehandler der Hamburger Borse; Hamburg Merchants and Millers; Borsenvorstand der Borse zu Koln; Verein Rheinisch-Westfälischer Getreide-Importeure; Commissie voor den Graanhandel, Amsterdam; Het Comité van Graanhandelaren te Rotterdam; Nederlandsche Vereniging van Meelfabrikanten, Rijswijk; Foreningen af Korn og Foderstof Handlers paa Kjobenhavns Bors; Foreningen af Korn og Foderstof-Importører i Jylland og Fyn, Aarhus, and the Mannheimer Produkten Borse.

R. A. Patterson of the London Corn Trade Association acted as chairman, and in opening the proceedings said in part: "We are greatly obliged to the various associations who have sent you to represent them, especially to you gentlemen who have made long journeys at great personal inconvenience to assist us in endeavoring to solve one of the hardest and most troublesome problems that have ever come before us. We are exceedingly glad to see so many representatives from Germany, where much hard work has been done in regard to the question at issue. Their experience and information will be of material value. We are not here to bind anyone, but to confer and discuss the question, and we hope that the results arrived at here to-day, if we succeed in arriving at results, will form the basis for some action by our respective associations later, or some recommendation to a joint committee selected by the European trade generally, to confer with the American trade so as to consolidate the wishes of all the parties concerned. I wish to say very explicitly that I have no desire to make wide or sweeping charges against the American grain trade as a whole, but whatever the merits of the system may have been at one time, we are now all agreed that at least during recent years we have had increasing cause for complaint of errors, or worse, in certifying. For one thing, we no longer find any desire among the people on the other side of the Atlantic to enquire into mistakes; and there would seem to be a growing disposition, even amongst the best known and respected grain boards, to stifle enquiry and disbelieve complaints, or to treat them with cynical indifference."

Col. Montgomery (Liverpool) said in part: "I think at the very outset of the proceedings of this conference I may assume that there are two points upon which we are unanimously agreed—(1) That the conditions under which business in grain has been conducted between Europe and the United States and Canada have been unsatisfactory—sometimes very unsatisfactory; and (2) that the present system is illogical in the extreme. The 'Certificate Final' terms are entirely one-sided. The buyer in Europe agrees to pay cash for the grain he buys, and to raise no question as to the quality of it, provided an individual in America, known to an inspector, certifies it to be what the seller represented it to be. The inspector is thus constituted the arbitrator between the seller in the States and the receiver in Europe. He may or may not be competent; he may or may not be trustworthy. Nevertheless, he is constituted the sole judge of quality, and his decision is binding upon the buyer without any recourse whatever. I think I am justified in describing this state of affairs as illogical. The time has now arrived when we, on this side of the Atlantic, should insist upon having some voice in determining the method in which the grain business shall be conducted between the two countries—United States and Canada on the one side and Europe on the other. Hitherto every effort which has been made to improve these unsatisfactory conditions has been unsuccessful, and this non-success has been mainly attributable to a lack of unanimity and cohesion among the various sections of the grain trade in Europe. The question, therefore, before this conference becomes: In what method shall our business with America be carried on in the future? and in discussing so very large and difficult a problem may I venture to hope that we may approach the subject in a spirit of moderation, so that practical unanimity will be the outcome of our deliberations?"

Having discussed the details of the system, Col. Montgomery said: "The task of abolishing inspection certificates and of establishing business on standard or sample is not an easy one. It is certain to meet with strong opposition from Americans, but it is possible for us, if we are united, to lay down the conditions on which we will accept inspection certificate. Instead of saying in our contracts: 'Official certificate of inspection to be final as to quality,' we might say, 'the certificates of inspection of any of the authorities approved, or recognized, by the Corn Trade Associations at the date of this contract to be final as to quality.' By such a provision the grain associations of Europe would definitely give or withhold their approval of American inspection authorities. Before approving of the inspection of any exchange or chamber of commerce, the associations ought to be satisfied that a proper organization exists for carrying on the work of inspection, and they ought to have from every exchange, whose inspection they approve, an undertaking to the following effect:

"(1) That the inspector appointed is a fit and proper person to discharge the duties imposed on him; (2) that the inspector is remunerated for his services irrespective of whether he graded the grain submitted to him or not; (3) that the

rules by which the inspector is governed in grading should not be altered without reasonable notice being given to the associations; (4) that a committee appointed by the inspection authority should be charged to investigate well-authenticated complaints as to grading made by the associations, and that compensation should be paid out of the inspection fund if the committee found that the inspector was at fault.

"The approval of any inspection authority would last for one year, and if it were found at the end of any year that any of the authorities so approved had not faithfully complied with their undertaking, their name could be struck off the list. If such a system could be established it would undoubtedly create a spirit of emulation and healthy rivalry between the various American exchanges."

Mr. O. Friedeberg (Hamburg) said in part: "The present inspection in the United States is very bad, and is getting worse and worse every year. Enormous losses have been made by German traders almost persistently, and this cannot be permitted any longer," and he cited many evidences of bad inspection. He then continued: "Why do we go on buying? I may assure the meeting that a good many of us are not going on buying." (Cheers.) "We have none of this trouble in South America, and we think we should insist on 'Rye Terms' also in the North. If anyone likes to deal outside, and I suppose there will always be what you call 'greenhorns,' that will be their loss; but for the general trade I think that there are respectable people enough in America and am wondering why they do not stop the glaring abuses that we complain of."

Without going further into the debate, or statement of the causes of complaint, it may be said that, after some further discussion, Col. Montgomery proposed, and Mr. O. Friedeberg seconded, the following resolution:

"That this conference, representing the most important grain centers in Europe, desires to record its opinion that the present system of certifying grain in America for export is unsatisfactory; and pledges itself to use every effort to obtain such alterations in the present method as will secure proper protection for European buyers."

The resolution was carried unanimously.

Mr. W. P. Wood proposed the next resolution, which after some discussion was reduced to the following terms:

"That the various American and Canadian centers issuing inspection certificates of export grain be asked to supply the European associations with particulars of the regulations governing the issue of such certificates, and especially as regards the appointment of inspectors and the mode of their remuneration."

Mr. Proctor seconded, and it being put by the chairman, was duly carried (17 for, 12 against).

At this stage comments were made by the milling representatives both of the United Kingdom and the Continent, that the resolution had not gone far enough, the German representatives in particular appearing to think the resolutions insufficient, and as the result of further exchange of views, Mr. Humphries moved, and Mr. Cramer seconded, the following motion:

"That in the opinion of this conference the finality of American certificates, so far as they relate to export business, should be abolished; and that negotiations with American authorities issuing certificates be opened with regard to the method of bringing about this result."

This was carried by a majority.

The meeting next agreed that Mr. Van Stolk's proposal was eminently acceptable, if amplified so that a joint British and Continental committee were empowered to act in the matter, and eventually Mr. Humphries moved, and Mr. Neill seconded, the following resolution:

"That a sub-committee be appointed, consisting of fourteen members, seven from the United Kingdom, and seven from the Continent, to negotiate with the United States and Canada, in pursuance of the previous resolutions; the members of the sub-committee to be appointed by the various interested associations in the countries concerned."

This was also adopted by the meeting.

As an evidence of the situation brought about by the car shortage, L. T. Jamme, secretary of the Minneapolis Chamber of Commerce, has compiled figures showing the receipts of grain this year between September 1 and November 20 were 21,286,470 bushels short of what they were during the corresponding period a year ago. The movement of wheat is behind 12,798,390 bushels. The remainder of the difference is found in oats, rye, barley and flax. Duluth has received 7,000,000 bushels more of wheat and 9,000,000 bushels more of grain of all kinds, but this leaves a difference of more than 12,000,000 bushels.

COURT DECISIONS

[Prepared especially for the "American Elevator and Grain Trade" by J. L. Rosenberger, LL. B., of the Chicago Bar.]

Insufficient Allegations of Compliance with Contract.

In a declaration (complaint) based on a breach of contract, the allegation (that the defendant ordered a carload of "No. 2 mixed corn" at a stipulated price per bushel, and that the plaintiffs shipped to the defendant a carload of "No. 2 yellow corn"), the Supreme Court of Georgia holds (*Heile & Sons vs. South Georgia Grocery Co.*, 54 Southeastern Reporter, 540), is not sufficient on its face to show a compliance by the plaintiffs with their contract, in the absence of allegations that the corn ordered and that shipped were the same, or that the defendant accepted the corn shipped. And where it is uncertain, from the language of a declaration, whether it intends to allege delivery to the defendant at the point of shipment, or at the point of destination, or any delivery at all to the defendant, a special demurrer raising that point should be sustained.

Rights of Consignor After Refusal of Grain.

A consignee having refused to receive and pay for a car of corn shipped according to contract, the consignor, the Court of Civil Appeals of Texas holds (*Woldert Grocery Co. vs. Boonville Elevator Co.*, 94 Southwestern Reporter, 108), had the right to retain it and sue the consignee for the difference between the contract price and its market value at destination at the time the contract was breached, or might have held the property for and at the risk of the consignee and sued for the contract price; but it was not restricted to these remedies. It also had the right to resell the corn and credit the proceeds on the contract price and sue the consignee for the balance, provided it acted in good faith in making such resale and used due diligence to secure the best price. Having upon the breach of the contract by the consignee resold the corn, the consignor could not recover the difference between the contract price and the amount for which the corn was resold without showing that said amount was the market value of the corn, or, if no market value could be shown, that the sale was fairly made and made for the best price reasonably obtainable.

Irregular Sale by Carrier of Refused Corn a Conversion.

In the case of a carload of corn shipped from Texarkana to a point in Arkansas, which was refused at destination on account of being in alleged bad condition, the Court of Civil Appeals of Texas says (*St. Louis Southwestern Railway Co. vs. Arkansas & Texas Grain Co.*, 95 Southwestern Reporter, 656) that the Railway Company notified the shipper that unless some disposition was made of the corn it would sell the same; and the shipper refused to have anything to do with it. Then, after keeping the corn 20 days, the Railway Company's agent at destination sold it for the highest price he could get offered for it. But the Company failed to comply with the provisions of the Arkansas statute authorizing it to sell property in such a case, and the sale must be held illegal.

It was no answer to its failure to follow the provisions of the statute that the sale was made in compliance with the common law and was fairly made, for the effect of the statute was to supersede the common law in respect to the manner of selling. The sale, not having been made in accordance with the statute, as stated, was illegal, and the Railway Company became liable for a conversion of the corn.

Nor does the court think that the corn could be classed as perishable property, although it was alleged to be moldy and in a damaged condition, the evidence not showing that it would have continued to deteriorate in quality or become worthless by the time a sale could have been made under the statute.

Another point: A witness for the shipper testified that this car of corn was part (40,000 pounds) of a car of 60,000 pounds of corn which he received in bulk and on the same day sacked and reshipped, it all being No. 2 corn. The witness was then asked what was done with the balance of the 60,000 pounds. The answer to this question was objected to as immaterial, irrelevant, hearsay and not binding on the Railway Company. The objection was overruled, and

the witness testified that he sold the balance of said 60,000 pounds of corn to the retail dealers in Texarkana as No. 2 corn, and that no complaint was ever made by any of the purchasers of the same. The court holds that there was no error in overruling the objection stated. It says that the issue was sharply drawn as to whether the corn was No. 2 mixed corn when loaded at Texarkana, about July 10. The witness mentioned had testified that it was No. 2 mixed corn when so loaded by him. Others testified that it was damaged and some part of it rotten when sampled at destination on July 14. The objection of immateriality and irrelevancy was, therefore, not well taken. Nor does the court think that it was hearsay. The witness simply stated a fact within his own knowledge—that he did sell it in the course of trade as No. 2 corn, not at retail, but to retail dealers, and no complaint was ever made. These were facts and not declarations of third persons.

A DEMURRAGE CASE.

The Supreme Court of Kansas on November 20 heard the arguments in the case of the Larabee Flour Mills against the Missouri Pacific Railroad, a cause that has a wide interest, involving as it does the question of rights of a railroad to collect demurrage. The facts are about as follows:

The Larabee Mills are located on the Mo. Pac. tracks at Stafford, but as the Mills frequently shipped via the Santa Fe route, it was necessary for the Missouri Pacific to pick up empty cars on the connecting track and take them to the Mill, afterward transferring them back to the Santa Fe. The Missouri Pacific claimed that the service was unremunerative, and it sought, under the rules of the Car Service Association, to collect about \$500 demurrage which is claimed was due from the Mills. They refused to pay, and the Missouri Pacific thereupon refused to transfer any more cars to the Santa Fe. The Mill was obliged to haul all its shipments on the Santa Fe about a mile in wagons in order to load them upon the cars. The Mill brought action in mandamus to compel the Missouri Pacific to furnish the cars; and the Board of Railroad Commissioners issued an order to the Missouri Pacific to make this transfer of cars and the Railroad Company refused to obey on the ground that such transfer constituted the beginning of interstate shipments and that the state authorities had no control over interstate business.

F. D. Larabee, owner of the Mill, in his petition says that the transfer track used as set forth was built by the Santa Fe and was used for several years by the Mo. Pac. to make the transfer as stated, for which the mill paid \$2 per car; and that the service was continued without friction until about August 29, 1906, when it suddenly ceased, the defendant refusing to continue the service for no valid reason. Mr. Larabee further affirmed that "the defendant company has at all times refused to weigh any and all cars of grain shipped over its line for plaintiff and has at all times compelled the plaintiff to accept bills of lading on every car of grain shipped over its line, in which it is stated that the defendant company is not liable for damage or shortage thereto, and refuses to issue to the plaintiff bills of lading on any other conditions or terms whatever."

The Mo. Pac. replies in the first place that the petition has reference to interstate commerce, over which the court has no jurisdiction; that as the service in controversy is not remunerative, the issuance of a mandamus to compel its continuance would be "the taking of property without due process of law;" that the service was so exacting as to constitute a preference or discrimination in favor of the plaintiff as opposed to other shippers of Stafford; and—

"That when, in order to prevent such abuse, this defendant on the 29th day of August, 1906, being the time complained of, as it might lawfully do, put into force and operation the assessment of lawful demurrage, said plaintiff thereupon positively refused to pay such lawful demurrage or any part thereof, or any demurrage whatever, and repeatedly denied the right of this defendant to insist upon either the levy or collection of the same, or the validity of the law, or the rules and regulations of the Car Service Association, under and pursuant to which such levy and assessment were so made, and that it refused to pay this defendant the sum and amount of \$500 which it then owed the plaintiff therefor, and refused to recognize the right or authority of said Car Service Association."

In deciding the case the Supreme Court holds that the state's control over freight cars is not suspended until the cars are loaded with freight which is immediately billed and put in course of exportation. In the syllabus the court says:

"The internal movement of property is not free from state control until after it has been

finally released by the consignor to a carrier for transportation to a destination fixed beyond the state line; and under the facts of the case such control is not lost until after the freight has been billed to its destination. The switching of cars, loaded with freight afterward transported to another state, is a mere preliminary incident to interstate commerce and subject to state control."

The court on December 10 issued a mandatory order requiring the company to make the said transfer of cars.

IN THE COURTS

Grain dealers of Oklahoma convened at El Reno, on December 9, for the purpose of agitating the establishment of a railroad commission.

Grain men of Oklahoma decided at a recent meeting to take action, as individuals, under the protection of the demurrage law passed by the last legislature, against the railroads because of the car shortage situation.

W. D. Winter, a grain dealer of Garfield, Ill., has started suit at Ottawa in the Circuit Court for \$10,000 damages against Ed. Strassenbach Jr., a young farmer residing near Garfield. It is alleged the defendant circulated damaging statements about the business methods employed by the complainant.

The T. A. Brown Elevator at Lewistown, Ill., was closed November 10 to satisfy a \$2,000 mortgage held by H. A. Brown, a brother of the owner. There is also another mortgage of \$2,000 held by a number of farmers which is past due, and a suit is now pending in the Circuit Court as to which mortgage shall be satisfied.

A meeting of the Board of Railroad Commissioners of Missouri was called on December 8 to inquire into the merits of a complaint made by the Moffat Grain Company of Kansas City against the grain inspection in that city, and entails loss to the shippers and firms which handle grain. There has been a very airy controversy on between the complainant and Chief Inspector Tedford.

Damages were allowed W. D. Moody, of Santa Clara County, California, in a suit for \$3,000 against G. Poiraino, who was alleged to have sold him ordinary seed wheat under the name of White Australian wheat. The case was heard November 21 in the District Court of Appeal at Los Angeles, but it is not stated whether the complainant was awarded the full amount in the lower court.

In overruling the demurrer filed by the Washington State Railway Commission to the complaint brought by the Oregon Railway & Navigation Co. against the joint wheat rate order of the commission, Judge C. H. Hanford of the Federal Court held that the railway complaint must be answered, that it states facts sufficient for an action, and that he cannot decide the merits of the issue until he has a grasp of the entire case. An injunction against the operation of the joint rate continues until the case is finally heard.

Judge Z. T. Hazen has been appointed special master to take testimony in the case which was brought before the Railroad Commissioners of the state of Kansas against the railroad companies to reduce the rates on grain, etc. The latter contend the rates are confiscatory, but the real point of contention seems to be whether or not the law of the state regarding the case is constitutional. Though Judge Pollock has heard all the points of the case it will require about ninety days to take testimony before Judge Hazen and this testimony will then be passed upon by the Federal Court hearing the arguments.

John Hill Jr., of the Chicago Board of Trade, filed a bill in the Circuit Court on December 13 asking for the revocation of the license of the South Chicago Elevator Co. Mr. Hill claims the state law prohibiting a concern from dealing in grain in its own public elevator has been violated and argues that John C. Shaffer sold grain on the Board of Trade lower than the market price as a method of creating public elevator patronage. It is also alleged that a trust agreement has existed between the defendant, the Peavey Elevator Co., the Armour Elevator Co., the Central Elevator Co. and J. Rosenbaum. Mr. Hill's evidence has been placed in the hands of the state's attorney.

King & Co. notify their patrons that grain in air-brake cars sells at the best prices, and that rebilled or through-billed grain nets from 1c to 2c more than grain not so billed.

THE CHICAGO "CALL TO ARRIVE."

During the time the Chicago Call Rule was being promulgated, and ever since, an effort has seemingly been made by prominent interests to poison the public mind against it, and it is for this reason and to help make the trade more familiar with the rule that this little article is published:

The "Call."

The rule establishing it reads, "It is the intent of this rule to provide for a public competitive market for the articles (corn and oats) dealt in." This the rule has accomplished.

The "call" is "under the control and management of a committee consisting of five members appointed by the president, with the approval of the board of directors," and "contracts may be made on the 'call' only in such articles and upon such terms as have been approved by the 'call' committee." This gives the rule an elasticity which permits its being made to fit the requirements of the trade as they may change from time to time.

At the close of the regular session each day representatives of the whole cash grain trade come together—receivers, shippers, consumers, commission merchants—the gathering being presided over by a "caller." As each article is called, those having it for sale offer it on the market—those wishing to buy bid for it. When trading ceases in an article the "caller" sounds the gavel and "calls" the next article, and the same proceedings are repeated until the whole list has been "called," when the "call" closes for the day. An official record, which is open at all times for the inspection of the trade, is kept of all transactions.

Some of the advantages of the rule to the country dealer are:

It gives him an intelligent basis on which to make his purchases—the value of corn and oats for such time shipment as he can make.

It gives him a market where he can sell the kind and grade of corn and oats he buys for such time shipment as best suits and on liberal terms of delivery. All trades are on a Chicago basis and delivery can be made on the receiving tracks of any western road. The seller has the option as to road, and is not bound by his contract to ship from any one particular point or to deliver on any one road.

It gives him a market where he can satisfy his contracts by buying same back, or such portion of them as he finds it inconvenient or undesirable to fill by making shipments himself. This enables him to protect high price sales and to secure his rightful profit on same, even though weather conditions, the quality of his grain or car shortages prevent his filling sales by making shipments. It enables him, should the market break after sales have been made, to buy same back, secure his profit and retain the grain at home, or, if price changes should make some other city the most attractive market, sales made on the "call" can be bought back, losses paid or profits secured, as the case may be, and the grain can then be sent to the most attractive market.

It gives the country dealer an opportunity to have his own paid representative (commission merchant) here, who is legally and morally obligated to protect his interests. This in turn creates competition, makes a record for good service a commission merchant's best stock in trade, and renders the making of arbitrary discounts on "off grades" and the arbitrary settling or canceling of unfilled contracts by buyers an impossibility, and, all in all, gives to the country dealer an open, better and more liberal market on which to sell his grain than has ever heretofore existed.

All orders for the "call" should reach Chicago before 1:15 p. m., excepting Saturdays, when they should be here by 12 m.

Orders can be given the same as in the speculative markets—at limits—at the market—open—or good for the day only. In short, the same general rules regarding orders apply on the "call" as in the speculative markets, excepting that "call" orders can be given for odd amounts, with a minimum of 1,000 bushels corn and 1,500 bushels oats.

The commission and other charges are the same as apply on consignments of corn and oats, ½ cent per bushel commission, 35 cents per car inspection and one-half of the weighing charges. The commission merchant performs the same service as on consignments—looks after the inspection, weighing, placing cars on contracts, and the general handling of same. When sales are "covered" or "bought back" ½ cent commission for the round turn of buying and selling is the only charge made.

To the Country Grain Trade.

While little has been said about it, the commission merchants of Chicago have long struggled to promote and maintain equitable trade rules and customs in their market; they have had much to contend with, but their successes have nevertheless

been important—the inspection of grain has been greatly improved, the handling of it in the yards of the railroad companies safeguarded and the weighing of it is now done in a manner that approaches so near to perfection it is properly a matter of great pride to the trade.

Other important matters might be mentioned, such as the "safety valve," which permits the placing of No. 3 corn on future delivery contracts at 5 cents discount—the establishment of a freight bureau, which has expedited the handling of cars and eliminated switching and other charges that have hampered and checked the free movement of trade, and the removal of which means higher prices for the producer without loss to the consumer.

Their latest victory is the establishment of the "call" on corn and oats—it is fundamental and extremely important, as it largely nullifies the effect of any special privileges or rebates which might give to a few a monopoly of the business, with the resultant power to dictate arbitrarily to the trade at large.

As this rule was adopted for the express purpose of protecting the country dealer and securing for him all the advantages of an open, free and unrestricted market, we believe it is but right that he in turn should give it every possible support.

Pope & Eckhardt Co.	E. W. Wagner,
Young & Nichols.	Beach - Wickham Grain
Nash Wright Co.	Co.
H. D. Wetmore & Co.	John West & Co.
Crighton & Co.	Sam Finney.
W. A. Fraser Co.	Arthur J. Sawers.
Doyle Bros.	Montague & Co.
Lowell, Hoyt & Co.	Geo. A. Hellman.
C. H. Thayer & Co.	F. E. Winans.
W. H. Lake & Co.	W. H. Merritt & Co.
W. R. Mumford.	Milmine, Bodman Grain
Chas. B. Siade.	Co.
T. E. Wells & Co.	J. H. Dole & Co.
J. J. Coughlin.	E. W. Bailey & Co.
C. S. Bentley.	Eschenburg & Dalton.
M. E. Cooke.	Brousseau & Co.
Requa Bros.	Geo. H. Sidwell & Co.
Edward G. Heenan.	Van Ness Brothers.
Rumsey & Co.	

GOOD SUGGESTION.

Secretary Wells has sent out the following very pertinent suggestion:

I desire to suggest to the grain dealer that he purchase a few pint glass fruit jars and fill one as a sample from each car of corn shipped. Paste a label on each jar and note on it the car number and date of shipment and, when the inspection certificate is received, note also the grade, market in which it was inspected and date of inspection.

Place these conspicuously in the office and call the attention of the farmers to the grade, thus showing them facts that will interest and educate them and establish a better understanding with them.

Such samples will be an education also to the dealer if he gives them proper consideration. It will be a difficult matter to convince farmers that some of this new corn is grading No. 4 and No. 3, but with such evidence you can show him.

I would also suggest that you show him by market circular the discounts on off-grade corn.

Indian Territory is busy shipping the first real corn crop raised there.

A new tariff on grain went into effect on the Baltimore & Ohio between West Fairport, Ohio, and Baltimore, Md., on November 24.

At a recent meeting of the South Texas Fruit and Truck Growers' Association resolutions were adopted against the free seed distribution by the government. The resolutions set forth the expense thus established is a serious economic waste and would be a thousand times more beneficial if distributed among experimental stations.

At the request of the Commercial Association the Atchison, Kan., City Council on December 5 made a formal complaint to the Interstate Commerce Commission, of discrimination against the Missouri Pacific, Atchison, Topeka & Santa Fe and Chicago, Burlington & Quincy railroads. The complaint sets forth that for 30 years Atchison had enjoyed an excellent reputation as a grain market and that large sums of money had been invested in elevators; that on or about July 1, 1906, the Missouri Pacific began handling grain at its elevators at Kansas City, Leavenworth and Coffeyville free of charge for shippers, utterly destroying competition and making it impossible for Atchison elevators to continue in business. It is further stated that the Missouri Pacific has refused to handle grain free in Atchison as it does in the other named cities, which is in direct violation of section 3 of the act to regulate commerce.

OBITUARY

Charles H. Wilkins, manager of the Excelsior Milling & Elevator Co. of Denver, Colo., and for more than twenty years in the trade, died recently of paralysis.

O. P. Chaney, for many years prominent in the grain business in Ohio, was found dead in bed, one morning early last month, at his home in Canal Winchester.

Joseph Rowland, a pioneer grain man and miller of Grand Rapids, Mich., died recently. He was in business from 1867 until his health forced him to retire five years ago.

Jay L. Gillett, who during the Civil War operated a line of grain and canal boats between Toledo and Cincinnati, and who was a pioneer of the Maumee Valley, died recently at Toledo, Ohio.

John Cotts, flour and feed merchant of Toronto, Ont., dropped dead on November 12, aged 63 years. He has conducted a store in Toronto for more than twenty-five years. A widow is his only survivor.

Samuel A. Hinton, a prominent feed and grain dealer of Baltimore, Md., and a member of the Chamber of Commerce, was suffocated during a fire at his establishment on Thanksgiving Day. Mr. Hinton was blind.

Thomas H. Beebe, a pioneer merchant of Chicago, Ill., who was at one time vice-president of the Board of Trade and of the Hibernian Bank, died December 6, aged 86 years. He was born at St. Louis in 1819 and moved to Chicago in 1853.

Michael Dowd, a wholesale hay and feed dealer of Brooklyn, N. Y., died November 21, after thirty-one years of business activity. He was born in County Kildare, Ireland, and had reached the 85th milestone of his life. Mr. Dowd is mourned by a widow and son.

Captain Alexander Oppen, for twenty years with the grain firm of F. Kraus & Co., and more recently with F. R. Morris & Co., died at Milwaukee, November 30, aged 70 years. Captain Oppen was born in Germany and spent his early days on the seas, sailing to and from South American ports.

Z. K. Wood, a prominent grain man of Mt. Pulaski, Ill., died at his home November 22, after a year's illness from paralysis. Mr. Wood was 65 years of age and is survived by his wife, a daughter and a son. He took an active interest in politics and during Governor Tanner's administration was a trustee for the State Asylum for Feeble-Minded Children.

Captain H. B. Sherman, who for nearly forty years has been engaged in the grain and hay business at Long Branch, N. Y., died at his home early in November, aged 73 years. A widow and seven children are left to mourn his departure. During the veteran grain man's early life many years were spent at sea, where he earned the captain's title.

Fred A. Zorn, of the Zorn-Hornung Co. of Gibsonburg, Ohio, succumbed, November 22, to blood poisoning and illness following the amputation of his hand. Some time ago he caught that member in a grinding machine in his elevator and since the operation has been in poor health. Lately he became afflicted with cancer and this served to hasten his demise.

Lewis Morris Miller, president of the Zenith Milling Co. of Kansas City, Mo., and a prominent member of the Board of Trade, died of heart failure on December 4 after an illness of two months. In 1898 Mr. Miller was elected to the presidency of the Board of Trade and at the announcement of his death business was suspended on the floor and resolutions adopted. He was born in Reading, Pa., fifty-seven years ago and was reared in the milling business. The firm of which he was president was organized by him in 1879. Deceased leaves a wife and two daughters to mourn him.

Alexander M. White, president of the Toledo & Wabash Elevator Co., and at one time a prominent business man of Toledo, Ohio, died recently in Brooklyn, N. Y., at the advanced age of 92 years. He was born in Danbury, Conn., in 1815 and moved to Toledo, when a youth, building up large business interests there. In 1856 he moved to Brooklyn, but retained his Ohio holdings and spent much time in both places. As a philanthropist he was well known and it was his money that built the "marble tenement" structure in Brooklyn. Following an attack of pneumonia last May he had been rap-

idly losing health. Two sons and two daughters survive.

Earl W. Fisher, president of the Receivers' Association of Hay and Grain, at Chicago, and senior member of the firm of E. W. Fisher & Son, died of heart failure on November 26, at Green Bay, Wis. Mr. Fisher resided in Wheaton, Ill., for the past thirty-seven years. During the civil war he served first as a private and later as a lieutenant for a period covering three years and nine months.

Lemuel D. Norton, of Norton & Co., Chicago, Ill., died December 12, at his home in Evanston, from injuries sustained two weeks before when he fractured his hip. He was born at Prescott, Ont., in 1827, and came to Chicago in '38. Since the organization of the Board of Trade he has been a member until just recently. Mr. Norton retired from active business some ten years ago. A widow and three daughters survive.

George F. Goodnow, for many years a member of the Chicago Board of Trade, died, November 23, of apoplexy at his home on the west side. Mr. Goodnow settled in Chicago some forty years ago and during most of the time has been engaged in the brokerage business. He was born in Keene, N. H., 75 years ago and started for the West when a young man. Mr. Goodnow leaves three daughters and one son to mourn his demise.

A. H. Hathaway, for many years a member of the grain firm of May & Hathaway of Toledo, Ohio, died at his home in that city, November 8, aged 75 years. He was for 55 years a resident of Toledo and until three years ago held a membership on the Produce Exchange. Mr. Hathaway was a charter member of the local Commandery of Knights of Templar and was one of the oldest Masons of the city. He leaves a widow and one son to survive him.

Charles D. Fisher, a prominent grain exporter of Baltimore, Md., was one of the party of capitalists killed in the railroad accident on the Southern Railway at Sawyers, Va., early on Thanksgiving morning. The party were the guests of Samuel Spencer, president of the road, and were started on a hunting trip when an engine crashed into the private car, attached to the rear end of the train, in which they were sleeping. The car was totally demolished and set on fire, seven victims being cremated before the flames could be checked. Mr. Fisher, with Gen. John Gill, conducted the largest grain exporting firm in the country for many years, but the latter drew out several years ago. The business of the firm since the fire has been largely conducted by Blanchard Randall and George W. Jackson. Mr. Fisher, however, never relinquished his activities in the business and financial world, although his interests of recent years were in a large measure private. Southern railroads attracted considerable attention from him, and he is believed to have been financially interested in the development of the South. For some time he was a director of the old Seaboard Air Line. Mr. Fisher's country home on Charles Street and Belona Avenue, Baltimore, is a very fine estate, in which he took a great deal of interest. He recently moved into his city residence for the winter. For several years he had traveled considerably, and he was especially fond of hunting in North Carolina, where game is still plentiful. The Fisher family has been a representative one in Maryland for a great many years. William Fisher, the father of Charles D. Fisher, was an influential banker of Baltimore. The son was a member of the Maryland Club, the Baltimore Country Club, the Merchants' Club, the Elkridge Club, the Bachelors' Cotillon Club and the Junior Cotillon Club. His wife and daughters always took a prominent part in society. His brother, the late Judge William A. Fisher, was an eminent jurist. Another brother is Parks Fisher.

Oregon railways have attacked the Railroad Commission's order for a joint rate on wheat at common points, on the ground that the order is not a legal one, the Commission not having power to make it; but the court ordered the cause heard on its merits.

All lines running east from Memphis, Tenn., have readjusted their freight rates so as to favor Memphis grain shippers in competition with Louisville and Ohio river crossings. The latter dealers have heretofore obtained a shrinkage of 3 cents per 100 pounds on grain shipments and this has been reduced to 2 cents.

Grain men and others of Jackson, Miss., are up in arms over the new tariff promulgated by the Gulf and Ship Island railroad. The matter will be presented to the state railroad commission and it will be pointed out the tariff grossly discriminates against Jackson in favor of Gulfport and other towns. If necessary the courts will be appealed to.

HAY AND STRAW

The first of the month choice timothy brought \$22.50 to \$23 at Birmingham, Ala.

Lyon Bros. of Dyer, Wis., have shipped over 3,600 tons of hay to Chicago this fall.

Hay is selling at \$15 a ton in El Paso, Texas, and it is exceedingly scarce at this price.

Good hay was offered at \$21 in New York on November 30. Receipts were fairly good.

Timothy hay is expected to sell for \$20 at Kankakee, Ill., before the winter closes.

T. J. Davis will build a hay warehouse at Los Angeles, Cal., where he will engage in business.

Machinery is being put in the new plant of the Otto Weiss Alfalfa Stock Food Co. at Wichita, Kan.

Articles of incorporation have been granted the Axley Hay Co. at Kansas City, Mo., which is capitalized at \$2,000.

The Tonic Stock Food Co. of Elgin, Ill., has installed an alfalfa meal plant with a capacity of a carload of meal per day.

Because alfalfa has gone to such an extravagant price the alfalfa meal plant at Nampa, Idaho, is said to have closed down.

The Victory hay warehouse at Augusta, Wis., has been moved onto the site of the Cargill Elevator, which recently burned.

Charles Kozel of Washington, Kan., is contemplating an alfalfa mill either at Garden City or Dodge City, and will invest about \$15,000 in the proposition.

A. Haebenstreit of Blue Mound, Ill., had a yield of alfalfa of 2½ tons per acre, in four cuttings. He sold a carload at \$13 a ton, returning him \$32.56 per acre.

The grain trade of Allegheny County, Pennsylvania, will hold its first annual reception and banquet at the Monongahela House, Pittsburgh, on Tuesday evening, December 18.

Members of the Grain Dealers' Association of Northeastern Indiana, at a recent meeting, complained that the inspectors of hay in the Cincinnati, Ohio, market, were unfair in their grading.

The Manhattan Retail Hay & Grain Dealers' Association have elected William Ladew, president; George N. Reinhardt, vice-president; Theodore P. Huffman, treasurer, and F. E. Simmons, secretary.

Alfalfa hay jumped from \$8 to \$12 in a week, the latter part of November, at North Yakima, Wash. The short supply followed by the flood is the cause, and it is expected to see the prices soar much higher.

A well-posted man from Jefferson, S. D., said he expects to see hay sell for \$20 before the winter is over. It was worth \$7.50 the 1st of December. Wet weather during the stacking is assigned as the reason.

According to information given out by livery men and others in Tonopah, Nev., there were but twenty tons of hay and grain left in the city on December 3. Hay was selling for \$40 a ton and grain brought \$2.25 for a sack weighing 80 pounds.

T. D. Randall & Co., Chicago, report, December 12, hay scarce and wanted, all grades of both hay and straw selling freely on arrival at full quotations. There is nothing in sight to indicate other conditions to prevail for the balance of the year.

J. E. Adams Jr. was incorporated as the name of a firm with a capital stock of \$50,000, to deal in hay, straw, oats, etc., in New York. S. P. White Jr., New York, W. S. Bradley, Greenville, N. J., and D. C. Wynkoop of Rutherford, N. J., are the incorporators.

President E. M. Wasmuth of the National Hay Association has addressed a letter to the members of the organization which has been inspired by the recent ruling of the Interstate Commerce Commission on the case brought by the Cattle Growers' Association of Texas against certain Southwestern railroads, in which it decided that it has the right to reopen a case brought under the old law, regulating interstate commerce, and decide points raised under the authority of the new rate law. Thus inspired, Mr. Wasmuth says in the Hay Trade Journal: "If this decision is upheld by the courts, as we believe it will be, it preserves the integrity of the original hay case and enables our officers to secure a hearing under the new law without filing and trying a new case. The chairman of the Transportation

Committee will immediately petition the Commission to proceed in the case with a view to making an order under the new fifteenth section of said act, which confers upon the Commission power to enforce just and reasonable rates."

According to sworn returns of assessors and county clerks, which are being tabulated in the office of Secretary Coburn of the State Board of Agriculture, Kansas devoted 614,813 acres to alfalfa. This is a gain of 12,253 acres over the previous year. The present acreage devoted to alfalfa seems remarkable when it is considered that prior to 1891 it was a stranger to Kansas' agriculture, at least so far as official recognition in the agricultural statistics of the Board of Agriculture was concerned.

The receipts of hay are very light at this writing (December 7), with no No. 1 timothy coming in to speak of. Clover and clover mixed, while in sufficient supply so far, is not as plentiful as it was, and should the weather turn cold, as it is threatening to do, there will be a much better demand for these grades. We strongly advise the shipment of No. 1 timothy. Taking into consideration the scarcity here the price will soon reach the former steady quotation of \$18.50, which price shippers so far seemed to find profitable.—Pittsburg Grain and Hay Reporter.

Early in November it was stated that the seventh cutting of alfalfa in the river belt near Sherman, Texas, had been completed, and that they had averaged over a ton to the acre at each cutting, and it was further stated that should weather conditions remain favorable the unprecedented record of eight crops in one year would be made. Of the eighth harvest Col. R. E. Smith, an authority on alfalfa, said: "The eighth harvest will not yield a ton to the acre, but the preceding seven went over that average so far that the general average will be more than a ton per cutting for all eight harvests."

Prof. N. E. Hansen of the South Dakota Experiment Station has found, in Northern Siberia, an alfalfa suited to the arid lands of the Northwest, where the winters are bitter cold. Professor Hansen got on the track of the alfalfa a year ago, but was so late in searching for it that he was badly frozen in Siberia. Despite this experience he made another trial this year and has just informed Secretary Wilson that he has been successful and is on his way back with seed. Professor Hansen, before going to Siberia, visited Northern Norway and Sweden with a view to finding new crops which might be of value in the cold arid lands of the United States. The alfalfa he has discovered has a yellow flower instead of a blue. It is a native of the dry steppes of Siberia and grows well where the mercury falls to 39 or 40 below zero. The country is exceedingly dry and yet the alfalfa is an excellent forage plant. Professor Hansen has secured the seed and it will receive a thorough test in the near future by the department. The Department of Agriculture believes this new Siberian alfalfa may prove a boon to the cold, dry Northwestern sections of the United States, where the durum wheats introduced by the department several years ago have already proved successful.

Freeman Bros. & Co., Chicago, say December 12: Timothy—Receipts continue light, with a good demand for all arrivals prevailing. You cannot ship a sound hay that will not now bring you a good price. Consumers do not like present prevailing prices. They buy as little as possible, living in hopes that something will happen to lower the market. So long as the Northwestern and St. Paul continue their embargoes, so long will but little hay work through. Should the car situation change and the railroads have more team track room, then we would have larger receipts and lower markets. We believe markets will remain practically unchanged for some time and urge you to get your hay here and sold. Prairie—Demand urgent for all grades. You can make no mistake by shipping. Every kind arriving sells readily at prices which were never expected earlier in the season. You do yourself an injustice by holding back anything for which you can get cars. Let your shipments come. Straw—Market heavily stocked with rye straw; demand light. The extreme prices have induced liberal shipping. Oat and wheat are scarce and buyers are anxiously looking for it. Conditions like the present have never in our 20 years' experience handling hay prevailed. The railroads are too prosperous and discriminate against commodities which do not pay them a high rate of freight.

Incorporation papers have been given the Upper Ontario Steamboat Co. of New Liskeard, Ont., which is capitalized at \$99,000. It proposes to build steamboats, elevators, warehouses, etc. The provisional directors include F. S. Brickenden, F. W. Hendry and M. R. Jennings.

PERSONAL

Herbert West is buying grain for the Anchor Grain Co. at Ottawa, Minn.

Lindsey T. Ennes is now in charge of the Neola Elevator at Zearing, Ill.

Henry Jost has taken the management of the Miles Elevator at Lidderdale, Iowa.

W. J. Unz of Emington, Ill., is the new manager of the elevator at Reddick, Ill.

A. Mr. Spence of Rogers, Neb., is buying grain for the U. S. F. Co. elevator at Carlisle, Neb.

Albert Brainerd is in charge of the new grain shipping business at Clear Creek, near Pawnee, Ill.

Cyrus O. Fletcher of Chatham will manage the James L. Brainerd Grain Co.'s plant at Pawnee, Ill.

F. P. Knappen of Hesper, N. D., is in charge of the Powers Elevator Co.'s elevator at Marion, N. D.

Grover Derr of Altamont, S. D., has gone to Raymond to assume charge of the Atlas Elevator.

L. P. Peterson has resigned as grain buyer at Seal, N. D., and will move on his claim near Minot.

William Cahill has resigned from the employ of the Charles A. Krause Grain Co. at Milwaukee, Wis.

H. L. Dolge of Elmdale, Minn., will serve as buyer for the Missouri Valley Milling Co. at Bismarck, N. D.

S. G. Manning, agent for the Trans-Mississippi Grain Co. at Exeter, Neb., lost his home by fire one day last month.

A Mr. Daken, manager for the Denton Elevator Co. at Douglas, has resigned to accept a similar office at Brooks, Neb.

P. J. McDonald has resigned as manager of the Hynes Elevator at Lakeville, Minn., and is succeeded by Frank Tabaka.

Jorgen Miller, formerly agent for the State Elevator Co. at Lester Prairie, Minn., is the new elevator agent at Hutchinson, Minn.

C. J. Wollaver, formerly manager of the Purcell Mill and Elevator Co., Purcell, I. T., is now managing a new concern at Muscogee.

E. I. Knudson, formerly in charge of the Cargill Elevator at Conway, N. D., has been transferred to Kempton, N. D., as relief agent.

Henry Smith of Parkersburg, Iowa, has been engaged to manage the new elevator at Holland, Iowa, which an organization of farmers is building.

C. N. Nelson, auditor for the Thorpe Elevator Co., who has been in temporary charge of the plant at Geneseo, N. D., has left after installing a Mr. Birkland as manager.

Oscar Moore, formerly in the grain commission business at St. Louis, is representing Judge Wilkinson of St. Louis in the corn business between Cairo, Ill., and Hickman, Ky.

Edward Reinemann of Reedsville, Wis., who has been managing the Northern Grain Co.'s elevator at Dale, is now in charge of the W. W. Cargill plant at New Holstein.

Mr. Merchant, manager for the Hayes-Ames Elevator Co. at Adams, Neb., will be transferred to a better position and will be succeeded by D. O. Nevins or W. Johnson of Adams.

Charles M. Jelenek of Ravenna, Neb., is the new agent for the Trans-Mississippi Grain Co. at Leigh, Neb., succeeding F. W. Hobel, who will, however, remain with the company.

William Hagemeister of Henderson, J. O. Malligan of Wakefield and J. W. Kiefer Jr. of Bostwick, all identified with the grain trade, have been elected to the Nebraska legislature.

J. C. Mahaffey, former manager of O. A. Talbott & Co.'s grain business at Tingley, Iowa, is in very poor health and is unable to leave his home. He is succeeded at the elevator by Frank McGugin.

J. H. Wilkes, a grain dealer of Nashville, Tenn., had his arm and collar-bone broken and sustained other injuries one day recently while driving. A railroad gate was lowered across his back.

A. H. Norris, who for sixteen years has been superintendent of the Mississippi Valley Elevator Co.'s plant at St. Louis, Mo., has resigned. "Tony," as he is affectionately called by his friends and colleagues, was the host at a farewell dinner, after which he left with Mrs. Norris

and the children for California, where they will spend the winter.

Ed Bogan, who has been buying grain at Ardooch, N. D., for the Minneapolis & Northern Elevator Co., has gone to Kamsack, Sask., to accept employment with the British-American Elevator Co.

Frank A. Furst, formerly superintendent of the Canton Elevator, belonging to the Northern Central Railway Co. at Baltimore, Md., is prominently mentioned in connection with the mayoralty nomination of that city.

John Conley, inspector of grain at Kankakee, Ill., for the rate inspection bureau, resigned on November 20. It is said he resented the appointment of an outsider to the office of traveling inspector, for which position he had applied and believed himself qualified.

Henry C. Rolfe, for many years identified with the Boston grain trade, spent November 23 in celebrating, with his wife, the fiftieth anniversary of their marriage. His fellow members of the Boston Chamber of Commerce presented him with a handsome gift of gold.

Charles Poister, owner of the Morrill Mill & Elevator Co. of Morrill, Kan., recently suffered a severe stroke of apoplexy, but is reported as improving. It is understood he will dispose of his interests and retire, as he will not be able to pay attention to the work.

L. S. Lord, senior member of Lord & Webster, grain and hay merchants of Boston, Mass., received the evening of November 19, when his employees were the guests, at his home in Malden, each bringing a handful of congratulations—for Mr. Lord has just been married.

John Buerger, who for many years has been a conspicuous figure in the Chamber of Commerce at Milwaukee, fractured his limb in a fall at his summer home in Lomira, on November 25. Mr. Buerger has thrice before had the same limb broken and this fact, coupled with his advanced age, will doubtless make recovery slow.

Grant W. Kenney, of the Kansas City, Kan., grain company bearing his name, will travel to Los Angeles, Cal., in his automobile. Special car wheels will be attached to his vehicle and the path chosen is over the Rock Island Railroad, the automobile running under the guidance of the train dispatcher. Mr. Kenney will be accompanied by a party of friends and expects to spend Christmas in the "Golden State."

Fred Blair, a bookkeeper for the Phillipsburg Mill & Elevator Co. of Phillipsburg, Kan., was shot in the left hip by a robber, one evening recently. The lone bandit entered the company's office just at the hour of closing and commanded Mr. Brandt, the proprietor, and Mr. Blair to hold up their hands. As he was appropriating \$45 from the pockets of the former the bookkeeper rose from his chair and his sudden action caused the robber to fire a shot at him from his revolver. He then made his escape.

William H. Williams, known throughout the eastern part of Tennessee as "Wheat" Williams, has moved with his wife from Greeneville, Tenn., to pass the remainder of life with a son at Seattle, Wash. No man is better known in upper East Tennessee, among the farmers, than Mr. Williams, who has been an active buyer of wheat since 1870. Mr. Williams was born in Blount County, and when the Civil War broke out he joined, with his brothers, the Fifth Tennessee Cavalry in the Confederate Army. After the closing of the war he located in Greeneville and began to buy wheat and entered the mercantile business. A few years ago he retired from the mercantile business and has been dealing in wheat in Greene and other East Tennessee counties.

Success has met the efforts of Prof. W. A. Brooks of the agricultural college at Brookings, S. D., in organizing a seed company at Mitchell. It will take the name of the Dakota Improved Seed Co., dealing exclusively in South Dakota grown seeds. L. R. Erskine of Highmore is president, J. T. Morrow of Mitchell, vice-president; W. A. Wheeler of Brookings, secretary and manager, and S. E. Morris, treasurer. Of the \$100,000 capital one-fourth has been paid in.

In a statement to the stockholders and which he has also made public President O. C. Thompson of the Thompson Seed Co. of Albert Lea, Minn., shows that the board of directors have decided to sell all their property, including the building and lot, to pay off the debts and go out of business. This decision is due to the fact that it has been impossible to make the business profitable on account of lack of capital, necessitating the borrowing of money and incurring of debts which the company is unable to meet with its present resources.

FIRES--CASUALTIES

A recent fire caused Spencer & Harriet of Newbern, N. C., a heavy loss on their grain stock.

William P. Kelly's grain establishment at Dayville, Conn., burned last month with a loss of \$2,500.

Henry Hunt & Co., grain and feed dealers of Lynn, Mass., were burned out recently at a loss of \$5,000.

About \$15,000 damage was done by fire at the Haskell grain warehouse in Salem, Mass., one day recently.

A mysterious fire destroyed the Northland Elevator at Forest River, N. D., the night of November 25.

Fire of unknown origin swept away the granary and a large quantity of grain belonging to John Campton at Little Falls, Minn.

A fire consumed the grain and hay sheds of the Wylie Wilson Grain Co. at Los Angeles, Cal., early in November, causing a loss of \$5,000.

An elevator at Ottumwa, Iowa, belonging to the National Starch Co. of Chicago, Ill., burned down December 3, at a loss of several thousand dollars.

A freight train wreck, which caught fire, furnished feed for the flames which spread to the Cargill Elevator at Rockville, Minn. The loss approximates \$12,000.

A fire caused some damage to the elevator of D. G. Stewart & Geidel at Pittsburg, Pa., on December 5. It is supposed to have been started by the heat of a furnace.

The Canadian steamer Strathmore went on the rocks off Michipicoten Island and was left to sink with a cargo of grain. Thirteen sailors narrowly escaped with their lives.

Early in November the addition on the Farmers' Elevator at Westhope, N. D., burst open and several thousand bushels of flax were spilled. About sixty bushels were lost.

Mystery surrounds the origin of the fire which destroyed the Hudson & Kuhns grain warehouse at Ludwick, Pa., late in November. The loss approximates \$5,000, fully insured.

The Thorpe Elevator at Leeston, Minn., was destroyed by fire November 20, together with a large amount of grain. The company was well insured, but it is said will not rebuild.

The Rosenbaum grain warehouse, a one-story structure, at Bonham, Texas, was burned in a mysterious manner on November 29. A large supply of grain and hay was consumed.

Durant's elevator and mill at Albany, N. Y., was destroyed by fire early the morning of November 24. The value of the building and machinery is given at \$9,000, fully insured.

Too much grain in the Panhandle Elevator at North Grove, Ind., caused that building to collapse, with the result that 1,000 bushels of wheat were spilled. The damage amounts to \$900.

On December 10 the steamer Monarch, with a heavy cargo of grain, ran aground on Isle Royale, between Port Arthur and Sarnia, Ont., and was lost. The ship and cargo were valued at \$60,000.

On November 22, fire gave the Farmers' Elevator Co. of Emden, N. D., considerable fright, but the citizens succeeded in confining the flames to the engine room, where a loss of \$1,000 was reported.

Because it had been overloaded with wheat, on account of the car shortage, the elevator owned by Colborn Bros. at Groveland, Kan., collapsed November 19. A large quantity of the grain was lost.

Prompt efforts of the Bird Island, Minn., fire department prevented a serious loss at the Exchange Grain Co.'s elevator, November 22. The fire started near a gasoline tank and an explosion was narrowly averted.

Some sixty citizens of Mecosta, Mich., formed a bucket brigade and saved the D. F. Wilson & Son Elevator from going up in smoke on November 29, when it was discovered on fire. It cost the owners \$150 to learn that bags of grain left close to hot stove pipes are easily ignited.

The friction of a belt started a conflagration in the cupola of the elevator attached to the D. M. Baldwin Mills at Moorhead, Minn., on December 6. Prompt work of the fire department, however, confined the fire to the top of the building and the loss was but \$1,000. The belt burned through and fell to the ground floor, but in the meantime sparks had ignited the dry

woodwork about 80 feet from the ground, and flames soon burst through the roof. The loss to the building will be only about \$1,000.

Flames originating in the boiler room destroyed the Morrow & Taffe elevator at Girard, Kan., on November 12, together with 5,000 bushels of wheat and corn. The owners are residents of Carthage, Mo., and will probably rebuild at once. Their loss is estimated at \$5,000, partially covered by insurance.

About 12,000 bushels of wheat were dumped into the streets of Salina, Kan., on November 28, when one section of the Shellabarger Elevator collapsed. Two workmen, who had barely left the basement of the building before the crash, are congratulating themselves on their narrow escape from burial.

John Robitzki, 32 years old, a grain shoveler in the elevator of John J. Badenoch at Chicago, Ill., was smothered to death December 4, when several hundred bushels of grain fell on top of him. He was standing beneath a spout when someone opened it and before he could escape he was held fast and quickly smothered.

An incendiary attempted to burn the new Richmond Elevator at Athol, N. D., one night last month. The Messrs. Reinecke, who were going home from town, saw a man run out of the north door of the elevator and soon saw flames. When they got to the elevator they found a horse blanket saturated with kerosene was stuffed in the elevator spout. The fire was soon extinguished without much damage being done.

Fenimore Bros.' elevator and hay press at Mount Holly, N. J., were destroyed by fire November 30. Two freight cars were also burned, making a total loss of \$16,000, with insurance of \$12,000. It is stated a hot journal in the machinery of the hay press was to blame for the fire. During the fire flying sparks caused a panic among the prisoners in the county jail, which was close by, as they were fearful lest that institution should catch.

The grain warehouse of the Edinburg Flouring Mill at Edinburg, Pa., was wrecked on November 13, when a fast passenger train on the Pittsburg & Lake Erie Railroad crashed into it after having struck a wagon, causing the death of three trainmen and a heavy loss of property. The greater part of three floors of the building were destroyed and several hundred dollars' worth of stock ruined. The railroad company have started repairing the warehouse and will make good the loss.

Fire broke out in the cleaning room of Muirhead & Black's elevator at Ft. William, Ont., while the men were eating their midnight lunch in another section of the building, November 11. When the blaze was discovered it was well under way and all efforts to check it were fruitless. Defective electric wires and sparks from a locomotive are given as possible causes. Included in the machinery last was a new job barley plant. The loss will total \$20,000, with \$10,000 insurance. It is said the owners will rebuild at once.

Fire of unknown origin destroyed the working house of the Canadian Pacific Elevator "D" at Fort William, Ont., on December 7, together with three large tanks of the main structure. The loss approximates \$175,000. As the fire department was unable to reach the plant with its hose the wooden structure quickly burned. Had the storage tanks not been of steel they, too, must have gone. There was no wheat in the working house and only about 25,500 bushels in the tanks, though the capacity is 3,500,000 bushels. Elevator "D" was built four years ago on the site of the one destroyed in 1892. The machinery had been idle for three days prior to the fire, and so far as could be learned nobody was in the building.

Frank Bedwell, who is in charge of the elevator at the mill in Plainville, Kan., is slowly convalescing from injuries he received November 20, in an accident that all but resulted in death, when he whirled around a shaft, located in the top of the plant, at a rate of 200 revolutions per minute. Consciousness left him after the third revolution and it was not until he had completed the circuit several hundred times that he was released. The inch boards of the floor where his heels struck were broken. Bedwell was in a hurry to get through the oiling, as he had a big day's work before him, and in his haste neglected to button his jumper. As he was oiling, the wind blew a loose band of the garment into a large sprocket wheel. In an instant he was pulled from his feet and was whirling round and round with the machinery. Head Miller Netherton, who was below, heard the noise and thought the elevator was choked up. He believes Bedwell must have gone around a thousand times. Before losing consciousness Bedwell succeeded in throwing the short chain off, but the large one, 120 feet long with a No. 88 sprocket,

which reaches from the top of the elevator to the main floor, refused to budge. It must have been his heels that caught and finally threw the chain, for Miller Netherton declared he could not have thrown the chain had he been sent with a crowbar to do so. It required the strength of three men to replace it. Some time after the shaft dropped Bedwell recovered consciousness and managed to drag himself down four flights of stairs to the top floor of the mill, where he was picked up unconscious, bleeding, bruised and torn, by Grover Hicks.

In a fire which gutted the five-story granary of E. L. Shute at Philadelphia, Pa., the morning of November 13, one fireman was seriously burned and four others had narrow escapes from being killed by falling beams. The loss on the plant was \$20,000 and the seed storehouse of W. Arlee Burpee & Co. adjoining the granary was damaged to the extent of \$5,000. The cause of the fire is unknown, but it is possible that a pitch oven, being used by workmen who were repairing the roof, may have been the source. Charles Fahley, an employee of the establishment, discovered the fire and endeavored to extinguish it, but found he could not, so turned in an alarm. He then liberated twelve horses from the stable, plotting them through the thick smoke with bags tied over their heads.

Morris Quinn, aged 25 years, met an untimely death December 7, by being buried under thousands of bushels of grain in McHie Bros.' elevator at Hammond, Ind. Mr. Quinn, with Louis Jaeger and Edward Walters, was endeavoring to draw grain from one of the huge bins. The chute through which the grain works was not feeding properly, and Quinn went to the mouth of the scoop to release it. He loosened it too quickly and an avalanche of grain caught him and slowly buried him in the bottom of the bin, covering him to a depth of eight feet. Gangs of men in relays tried to dig away the grain, but one of Quinn's legs was caught in the scoop and could not be released. The body was not recovered for nine hours. Quinn came to Hammond from Kingston, Canada, where his parents reside.

Sparks from a passing locomotive are believed to have caused the fire which destroyed the grain warehouse, office and store of the East Tennessee Feed Co. at Knoxville, Tenn., early the morning of November 10. The loss is estimated at \$30,000, with insurance of \$22,150. The building destroyed was less than a year old. The fire had started in the center of the building, which was between 200 and 300 feet long and filled with hay and other combustible materials. The building was two stories in height and the outside was clad with corrugated iron that made it almost impossible for the department to reach the flames. Several members of the fire department received sore hands from jerking off the iron so they could get at the fire. The company has established temporary quarters and is filling the majority of its orders. A new building will be erected at once.

Incendiaries succeeded in their second attempt to burn the farmers' warehouse at Madeira, Cal., on November 19, when a fire loss of nearly \$100,000 was recorded. The fire started about thirty feet from the north end of the structure at an hour when a strong wind was blowing. Several weeks ago a blaze was extinguished in the same place. There were 36,000 sacks of barley, 10,000 of wheat, 500 of roller barley and 500 of oats in the building. This belonged to the Rosenthal-Kutner Company, the Sperry Flour Company of Los Angeles, Kauffman & Waterman of Los Angeles, Sperry Flour Company of Fresno, First National Bank of Los Angeles, Balfour, Guthrie & Co., Griffin Bros. Milling Company of Covina, G. W. Mordecai, C. A. Clark, J. W. Schmitz, Miller & Lux and Mrs. S. A. Dean. It was evident the firebug endeavored to fire the Rosenthal-Kutner warehouse at the same time but this blaze was extinguished.

Tests made by Professor Bull of the Minnesota state experimental station show that Primost flax or Minnesota No. 25 yields 26 per cent more than other grades.

It is probable the Atlas Distillery at Peoria, Ill., belonging to the American Spirits Manufacturing Co., will open at once with a full capacity of 8,000 bushels of grain a day. Orders have been received far in advance and the plant will operate the year 'round.

The total amount of wheat exported from New Orleans during November was 422,649 bushels, as against 84,000 bushels last year; of corn, 848,571 bushels, as against 524,338 bushels a year ago, and of oats 35,000 bushels, as against 360,825 bushels last November.

CROP REPORTS

Michigan will have a smaller acreage of winter wheat than this year.

Snowfall the last of November assures a good wheat crop for Hale and adjoining counties in Texas.

The government announced that the final figures on acreage, product and farm values of the principal crops for 1906 would be issued about December 20.

According to the State Board of Agriculture of Massachusetts the corn crop was far above the normal. The correspondents of the board aver the hay crop was the best, with corn a close second.

The total output of Perris and Menifee valleys, California, for the season was 367,000 sacks of wheat and barley and 16,000 tons of hay, there being 230,000 sacks of barley and 137,000 sacks of wheat. The total value to the ranchers is between \$650,000 and \$700,000.

S. W. Strong, secretary of the Illinois Grain Dealers' Association, estimates the corn crop of Illinois to be 15 per cent less than last year. The greatest loss is between Watseka and Mattoon from dry rot, while the grub worm infested McLean and Peoria counties.

John M. True, secretary of the Wisconsin Board of Agriculture, says in his final report the corn crop was the best in a long term of years. His estimated average yield is 42 bushels to the acre, while the quality is 98 per cent. Wheat yielded 18½ bushels per acre, with a quality of but 90 per cent.

On December 1, the Ohio Department of Agriculture issued a report of the estimated corn production, showing the largest total yield, which was 125,849,065 bushels, and the greatest average yield per acre, or 43½ bushels, in the state's history. The condition of growing wheat is given at 98 per cent, and it is said there is but little complaint of the Hessian fly or the white grub.

Principal Cummings of Nova Scotia issued his annual crop report showing a fair average but not so good as the average of the past three years. The returns made upon the basis of 100 for an average are as follows: Hay 96 per cent, oats 80 per cent, wheat 83 per cent, rye, where grown, 95 per cent, buckwheat 83 per cent, beans and peas, where grown, 91 per cent, Indian corn, grown mostly for fodder, 94 per cent.

The Nebraska State Labor Bureau has recently issued a report covering the winter wheat yield for 1906. Last year the total acreage planted to this crop was 1,741,856 acres, against 1,852,085 in 1906. In 1905 the average yield per acre was 21.3 bushels, against 24.5 bushels in 1906. The total yield in 1905 was 36,630,310 bushels, against 45,289,363 bushels in 1906. The total value of the 1905 crop was \$25,641,223, as against \$29,503,085 in 1906.

F. D. Coburn, secretary of the Kansas Department of Agriculture, gave out his annual crop report and estimate for 1906. According to his figures the total yield of wheat, winter and spring, was 93,292,980 bushels, or the second largest crop in the history of the state. The corn crop proves to be the third most valuable in the history of Kansas. The wheat crop was valued at \$55,178,712, and the corn crop at \$65,115,203. Oats, of which 26,560,919 bushels were raised, are said to be worth \$7,760,396, and the 711,118 bushels of rye should bring \$344,650. The barley crop of 7,231,947 bushels is valued at \$2,280,518, and the 6,161 bushels of buckwheat at \$5,655. Kansas also produced 440,639 bushels of flax, worth \$381,299.

Figures obtained from experts employed by McHugh, Christensen & Co., Minneapolis grain dealers, place the spring wheat crop for Minnesota, North and South Dakota at 109,475,000 bushels. This is exclusive of the 2,520,000 acres of durum wheat that was sown in the three states, from which a yield of from 45,000,000 to 50,000,000 bushels may be obtained. The average yield per acre for the three states gives Minnesota 7 bushels, North Dakota 11 bushels and South Dakota 10 bushels. This estimate is made upon figures based upon thrashing returns and is declared a conservative estimate of what the three states produced. Minnesota, according to the figures, produced 29,533,000; North Dakota, 54,912,000, and South Dakota, 25,000,000 bushels.

More than 85 per cent of the flax crop lies in Minnesota and the two Dakotas, says Orange Judd Farmer, a sharp increase in the acreage of the latter being shown and a decline in the former. The estimates compiled from the re-

ports of correspondents show an average yield of 10.2 bushels per acre, against 11.1 last year. The average price is 98 cents, ranging from 85 cents in Kansas to \$1 in Minnesota and the Dakotas. The following statement shows the estimated flaxseed crop by states, the total for 1905 being given for the purpose of comparison:

FLAXSEED CROP OF 1906.			
	Acreage	Per acre	Bushels
	1906.	1906.	1906.
Wisconsin	30,000	11.0	330,000
Minnesota	472,000	10.6	5,003,000
Iowa	82,000	10.0	820,000
Missouri	38,000	8.2	312,000
Kansas	96,000	7.5	730,000
Nebraska	20,000	11.8	236,000
North Dakota	1,575,000	10.4	16,380,000
South Dakota	435,000	9.8	4,263,000
Other	86,000	9.0	774,000

Total	2,854,000	10.2	28,848,000
1905	2,738,000	11.1	30,445,000

In the report for December the Bureau of Statistics of the Department of Agriculture finds, from the reports of its correspondents and agents, in conjunction with information derived from other sources, that the estimate made last December of the area sown to winter wheat in 1905 should have indicated 31,312,000 acres instead of 31,341,000 acres; also that last December's estimate of the area sown to winter rye in 1905 should have indicated 2,100,000 acres instead of 1,129,000 acres. The corrected figures are used as a basis in computing the area sown to each crop this fall. The newly seeded area of winter wheat is estimated as 1.1 per cent greater than the area sown in the fall of 1905, equivalent to an increase of 353,000 acres and a total acreage of 31,665,000. The condition of winter wheat on December 1 was 94.1, as compared with 94.1 on December 1, 1905, 82.9 at the corresponding date in 1904 and a nine-year average of 92.9. The following table shows for each of the principal states the percentage of acreage sown to winter wheat this fall, the average condition on December 1 and the mean condition of the December averages for nine years:

	Acreage compared with last year.	Condition Dec. 1, '06.	9-yr. av.
Kansas	104	95	90
Indiana	117	95	91
Missouri	103	91	94
Nebraska	105	98	94
Illinois	115	94	94
Ohio	103	97	89
California	95	90	94
Pennsylvania	100	98	95
Oklahoma	88	93	93
Texas	100	94	93
Michigan	86	89	88

The newly seeded area of winter rye is estimated as being 1.9 per cent less than the area sown in the fall of 1905, equivalent to a decrease of 39,000 acres and a total acreage of 2,061,000. The condition on December 1 was 96.2, as compared with 95.4 on December 1, 1905, 90.5 at the corresponding date in 1904, and a nine-year average of 95.8.

The final estimates of the total acreage, production and farm values of the principal crops for 1906 will be issued on December 20.

If the foregoing initial reports of the area and condition of the winter wheat and rye crops are maintained to harvest the yields will be about 506,640,000 bushels winter wheat and 33,594,000 bushels winter rye. The proportion of spring rye seeded is very small. These compare with 493,000,000 bushels winter wheat and 28,486,000 bushels rye harvested last summer. The December, 1905, winter wheat promise was 499,000,000 bushels, or less than 8,000,000 bushels less than that indicated in the present report.

Regarding the advance of 18 cents a bushel on flax the Commercial Record of Duluth said, November 22: "Now, why or how could the trade absorb 23,000,000 bushels of flax on an advancing market, an advance of 18 cents a bushel from the bottom, and also with little or no foreign help? Exports to Europe this fall will be less than one million and to Canada less than 400,000 bushels. We cannot answer the question, although it seems probable that the desire of eastern crushers to get their winter requirements before the close of navigation was the main contributing agency to the advance. But here again that reason is open to question, as eastern and export requirements were only 12,000,000 bushels and it seems unreasonable to suppose that the buying of such an amount would set the price on twice the quantity. The probabilities are that there is an inherent strength to the world's seed situation that is not yet sufficiently developed to make its presence clear, but that was strong enough to induce free buying when the stuff was for sale."

LATE PATENTS

Issued on November 13, 1906.

Seed Separator.—Samuel P. Glunt, Union City, Ind. Filed April 13, 1906. No. 835,517. See cut.

Apparatus for Conveying Materials.—Heinrich Horn, Gorlitz, Germany. Filed July 25, 1905. No. 835,526. See cut.

Grain Dump Lifting Jack.—Robert L. Rhea, Peoria, Ill. Filed June 18, 1906. No. 835,891. See cut.

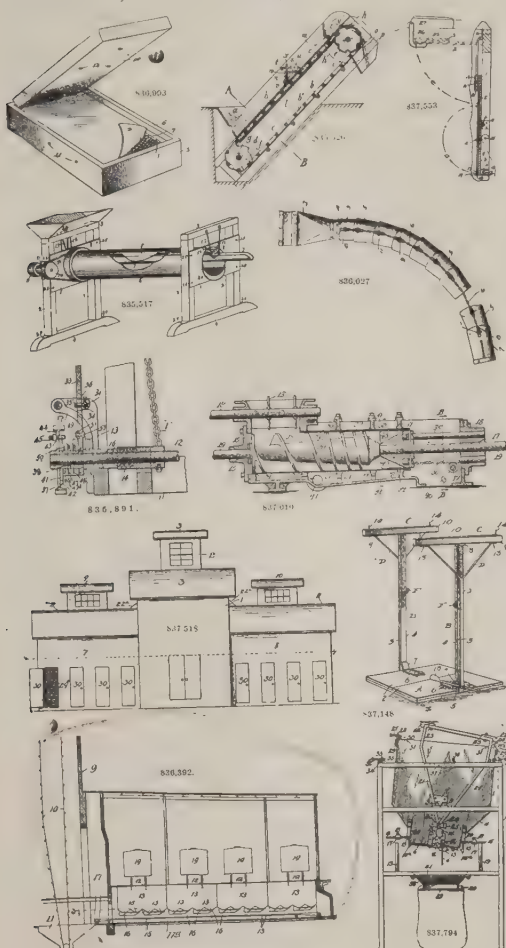
Flexible Spout.—James J. Gerber, Minneapolis, Minn. Filed February 13, 1906. No. 836,027. See cut.

Issued on November 20, 1906.

Grain Elevator.—John S. Metcalf, Chicago, Ill., assignor to John S. Metcalf Company, Chicago, Ill. Filed June 29, 1906. No. 836,392. See cut.

Issued on November 27, 1906.

Seed Tester.—Maximilian Rahr and Hans B. Bauer, Manitowoc, Wis., assignors to the William Rahr Sons Company, Manitowoc, Wis. Filed September 17, 1906. No. 836,993. See cut.



Grain Drier.—Swan J. Vernsten, Chicago, Ill., assignor to C. F. Wigand, Stapleton, Staten Island, N. Y. Filed October 27, 1905. No. 837,010. See cut.

Bag Holder.—James Thompson, Greeley, Colo. Filed February 10, 1905. No. 837,148. See cut.

Issued on December 4, 1906.

Grain Elevator.—James C. Tobias, Bucyrus, Ohio. Filed September 5, 1905. No. 837,518. See cut.

Grain Door for Box Cars.—Henry J. Forst, Louisville, Ky. Filed November 2, 1906. No. 837,553. See cut.

Continuous Weighing Scale.—Edward D. Carter, Brenham, Texas. Filed August 21, 1905. No. 837,794. See cut.

Superintendent Geismar of the Michigan State Agricultural Experimental Station, located in the Upper Peninsula, has been for a term of years carrying on the experiment of breeding corn and has met with success with a number of varieties and has unbounded confidence that he will be able to develop a corn that will ripen almost any season throughout the peninsula territory. A few

years ago the farmers despaired of ever raising the product in that section.

CAUGHT IN A RUNNING WHEAT.

Andrew O. Crawford escaped death Saturday afternoon at Anderson & Shaffer's grain elevator by a margin narrow enough to turn a man's hair gray. Crawford is a laborer employed at the elevator. He had gone into the wheat bin about 3 o'clock Saturday afternoon to look after some loose boarding. In some inexplicable way he got into the wheat which was being let out of the bottom of the bin. Perhaps he fell in; perhaps he stepped in, intending to climb out immediately. At any rate the suction of the out-running wheat drew him down into the center of the bin. Feeling himself sinking to a horrible death, Crawford struggled and shouted for help. Little ripples of grain slipped down and covered him to the waist. Another movement of the treacherous grain and he felt it pressing his chest. Frantically he yelled and tried to hold himself against the thing that was pulling him down. Under his feet the grain fell away like water; about his body it crept higher and higher. It reached his armpits, it put its cold fingers about his throat. The roar of the grain chute was in his ears and the dim light of the bin door seemed blurred and far away.

And still the remorseless flow of the grain went on. A little wheat-wave flowed down and filled Crawford's mouth. He choked and spat and screamed. With one free hand he tried to strike the grain back, but it eluded him and filled his mouth and choked him again. And then, just when it seemed that no more than thirty seconds of life remained for him, the choking, coughing man felt the pull at his feet suddenly cease, saw someone plunge into the bin, and felt firm fingers brush the grain away from his face and hold him up by the chin. The man who came to his rescue was Wm. W. Swain, elevator foreman. He had come in the nick of time.

Half a dozen men then set to work with shovels to dig Crawford out. When rescued he was so weak that he could scarcely walk. He was taken home in a buggy.

About seventeen years ago a similar accident occurred on the same site of the present elevator in which the young son of Mr. and Mrs. Joseph Symmes lost his life in one of the wheat bins. The boy was with companions amusing himself by jumping into the wheat of a bin that was letting out the grain and he sank and disappeared from sight, and when the child was gotten out of the wheat life had flown.—Ex.

HOW CARS ARE TIED UP.

A railway man at Wichita, Kan., explains one of the various ways in which grain cars are tied up and held out of service. "Right here in Wichita," he says, "we have a class of shippers who are doing their share to tie up the railroads. They are the grain brokers. They have no elevators, no storage. They send out and buy, say, fifteen or twenty carloads of grain. Then they skirmish around to sell it, and while their negotiations are going on the grain remains stored in our cars. True, they pay a demurrage of \$1 a day for each car, but we would rather have the cars; we could make more money.

"You can figure it out easily. For a car two days we get from them just \$2. In the same time we could ship a carload of grain to Kansas City and receive \$60.

"These cars filled with grain will remain on our sidetracks here in Wichita for from three to ten days before they are moved. We have half a dozen of these brokers in Wichita. Think what it must mean in Kansas City and other grain centers, where the number is far greater. It simply ties up business."

OUR CALLERS

[We have received calls from the following gentlemen prominently connected with the grain and elevator interests during the month.]

C. W. Fredrich, Dyer, Ind.
C. H. Seybt, St. Louis, Mo.
E. W. Allen, San Jose, Cal.
C. S. Russell, Columbus, Ohio.
M. W. Thistle, New Prague, Minn.
H. B. Bauer, of Bauer Germinator Co., Manitowoc, Wis.
Chas. G. Hammond, president Huntley Manufacturing Co., Silver Creek, N. Y.

TRANSPORTATION

It is announced the Grand Trunk Pacific Railroad of Canada will handle grain next year.

According to its contracts, the Canadian Pacific will transport 5,000,000 bushels of Manitoba wheat over its tracks to Montreal.

It is expected the hearing before the State Railroad Commission of Minnesota, which began early in December, will result in a liberal reduction in freight rates on grain.

Towards the close of lake navigation there appears very little grain to be moved out of Chicago by ship, but there is a vast amount of grain tonnage under charter to be moved from Duluth, Fort William and Milwaukee.

Duluth will send out the largest grain fleet, at the close of navigation, known in the history of that port, and in point of bushels and tonnage it will probably make a world's record for grain shipment from a single port.

Attorney General W. O. Cromwell of Oklahoma is preparing to take action against the railroads to compel a readjustment of freight rates and to secure the better movement of traffic, especially grain, between points in that territory.

The board of trade of Wichita, Kan., engaged Attorney A. E. Helm to make an effort to secure some cars from the railroads to move the cars on hand. It is threatened to bring suits in the federal courts to compel the transportation companies to furnish cars.

The Minneapolis & St. Louis railroad has at last published rates on coarse grain into Kansas City, a fact which opens up this market to a territory practically inaccessible. In the past shipments from Northwestern Iowa and Southern Minnesota have gone to St. Louis.

Through the efforts of the Ohio Shippers' Association a new tariff of the Norfolk & Western throws open the switching terminals at Columbus to both intrastate and interstate shipments. The switching charge from all lines entering the city is placed at \$2 a car, except from the T. & O. C. and the Hocking Valley.

An effort is being made by grain dealers and other shippers at Chicago to force the railroads to abolish terminal switching charges, which amount to an average of \$3 per car. Recently the Interstate Commerce Commission ruled that it was equivalent to granting secret rebates when railroads actually paid for switching cars and deducted that amount from the freight rate collected by them. The North-Western and the Milwaukee & St. Paul were the first to announce they would strictly adhere to the ruling.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

FEED BAGS.

Sewing twine, etc., for sale. Bottom prices.
WILLIAM ROSS & CO., 57 S. Water St., Chicago.

ELEVATORS AND MILLS

FOR SALE.

Kansas and Oklahoma elevators and mills for sale. Address
FAYETTE BENNETT & CO., Topeka, Kan.

FOR SALE

Stock in a good mill paying 23 per cent annual dividends. Write
A. H. BENNETT & CO., Topeka, Kan.

FOR SALE, RENT OR EXCHANGE.

Good mill and elevator located in fine wheat country. Favorable terms. Address
F. S. R., Box 1, care "American Elevator and Grain Trade," Chicago, Ill.

FOR SALE.

One-hundred-thousand-bushel elevator, doing an annual business of 500,000 bushels, located in best grain district of western Indiana, on the Chicago & Eastern Illinois Railroad, about 100 miles from Chicago. The plant has first-class equipment and is in perfect order. Write for full description and particulars to

BOX 3, Freeland Park, Ind.

ELEVATORS FOR SALE.

We have a large list of extra good bargains in elevators, first-class locations, doing good business. Write for prices and descriptions, giving location you prefer. We furnish managers and buyers for elevators and secure positions for men who wish to change their location. If interested in an elevator or milling proposition be sure and write to us.

IOWA MILL AND ELEVATOR BROKERS, Independence, Iowa.

MACHINERY**ENGINES FOR SALE.**

Gasoline engines for sale, 5, 7, 10 and 20 horsepower.

TEMPLE PUMP CO., 15th Place, Chicago, Ill.

FOR SALE.

One No. 3 O. S. Kelly Feed Mill, nearly new, for sale cheap.

A. D. STANFORD, Bardolph, Ill.

FOR SALE.

One No. 37 Howes Oat Clipper, good as new. Address

THE ADY & CROWE MERCANTILE CO., Denver, Colo.

FOR SALE.

One No. 4 Iron Prince Scourer, good as new; capacity, 150 to 200 bushels per hour. Dirt cheap; write for price.

A. S. GARMAN & CO., Akron, Ohio.

FOR SALE.

One 60-horsepower slide-valve engine, with automatic cut-off governor. This machine is in fine condition. For price and particulars write to

FROEDTERT BROS. GRAIN AND MALTING CO., Milwaukee, Wis.

FOR SALE CHEAP.

Thirty-horsepower gas engine and 35-horsepower gasoline engine, in good running order.

Also 45-horsepower Atlas Tubular Boiler. Address

T. M. WARNE, Amboy, Ind.

FOR SALE.

Gasoline engines; one 54-horse Fairbanks-Morse; one 28, one 16, one 12, 2, 8 and 25 horsepower Sterling Charter. All sizes and prices in small sizes.

A. H. McDONALD, 38 W. Randolph St., Chicago.

ENGINES FOR SALE.

Forty-horsepower Atlas, with boiler and trimmings.

Four 20-horsepower gasoline; good as new.

Several 20-horsepower center cranks. Great bargains for cash.

G. W. ALCOCK, Chanute, Kan.

FOR SALE VERY CHEAP.

One Wheelock Automatic Engine, cylinder 20x48, diameter of shaft, 8 inches; length of shaft, 7 feet 10 inches. Engine right hand.

With engine goes full set of oil cups, one cylinder lubricator (Detroit Double Connection) and one receiver and separator, 5 feet by 10 inches by 15 inches. Engine and fittings in good condition. Reason for selling, plant requires larger engine. Address all inquiries to

HYGIENIC FOOD CO., Battle Creek, Mich.

FOR SALE.

One 1,000-bushel hopper scale.

One 18-inch Robinson Attrition Mill.

One corn and cob crusher.

Also large amount of elevator and mill material of all sorts.

All in good condition. Price right. Address HONEOYE FALLS MFG. CO., Honeoye Falls, N. Y.

FOR SALE CHEAP.

One Barnard & Leas Receiving Separator, capacity 200 bushels per hour.

One No. 5 Eureka Separator.

One No. 5 Eureka Oat Clipper.

One Marseilles New Process Dustless Warehouse Corn Sheller and Cleaner, capacity 500 bushels per hour.

Two Boss Car Loaders.

All in good condition. Worn but little.

CRABBS-REYNOLDS-TAYLOR CO., Crawfordsville, Ind.

FOR SALE.

One No. 4 two-fan Monitor Dustless Receiving Separator, capacity 300 to 600 bushels.

One No. 0 two-fan Monitor Dustless Receiving Separator, capacity 1,500 bushels.

One No. 7 Invincible Milling Separator, capacity 250 bushels per hour.

Five No. 7 Eureka Warehouse Scourers, capacity 350 bushels.

One No. 9 two-fan dustless Monitor Receiving Separator, capacity 3,000 bushels.

All in fine condition.

STRAUB MACHINERY CO., Cincinnati, Ohio.

SCALES**SCALES FOR SALE.**

Scales for elevators, mills, or for hay, grain or stock; new or second-hand at lowest prices. Lists free.

CHICAGO SCALE CO., 299 Jackson Boulevard, Chicago, Ill.

"THE STANDARD" SCALES.

For all purposes. Portable, Wagon, Hopper and Track Scales. Guaranteed durable and accurate; quality higher than price. Not in the trust.

THE STANDARD SCALE & SUPPLY CO., Station U., Chicago, Ill.



[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

INSTANTANEOUS GRAIN CALCULATING TABLES

Quick method for reducing corn, wheat, oats, rye and barley from pounds to bushels. Shows at sight from 1,000 to 100,000 pounds. An indispensable book for the grain dealer. Published by

STROMBERG, ALLEN & CO., 302 Clark Street, Chicago, Ill.

TO EXCHANGE.

Illinois corn and wheat farm to trade for good paying grain elevators. Address

J. M. MAGUIRE, Campus, Ill.

SITUATIONS WANTED**WANTED.**

Situation wanted by a man of experience, with good references, as manager of a country grain business. Address

MACK, Postoffice Box 114, Nichols, Iowa.

WANTED.

Correspondence is invited with elevator companies desiring manager for local point, preferably in Kansas or Oklahoma. Have had several years' experience in the grain business. For two years past manager for F. A. Wright & Sons, a cut of whose plant appeared in the October issue of this paper. All references. Open for engagement early next year.

CLAUDE F. WRIGHT, Frederick, Kan.

ELEVATORS WANTED**WANTED.**

Elevator or mill and elevator for good improved Illinois or Iowa farm. Address

IOWA, Box 1, care "American Elevator and Grain Trade," Chicago, Ill.

LOCATIONS FOR ELEVATORS.

Good locations for elevators and other industries on the line of the Belt Railway of Chicago. Low switching rates and good car supply. For further information address

B. THOMAS, Pres., Room 11, Dearborn Station, Chicago, Ill.

GRAIN AND SEEDS**MIXED CARS A SPECIALTY.**

Flour, feed, rye, oats and corn. Send along your orders.

GOSHEN MILLING CO., Goshen, Ind.

WANTED.

Oats, corn, feeds and hay of all kinds. Send samples and quotations. Address

SOUTH SHORE GRAIN CO., Quincy, Mass.

CORRESPONDENCE INVITED.

We are now ready to handle corn, wheat and Kaffir corn and invite your correspondence when in need of any grain.

J. C. HAINES & CO., Augusta, Kan.

SEEDS. We buy and sell CLOVER, TIMOTHY, RED TOP, MILETS, POP CORN, KAFFIR CORN, CHICKEN FEED GRAIN, Etc. WRITE US. DO IT NOW. Sample envelopes for the asking. THE ILLINOIS SEED CO., CHICAGO.

WANTED

Capable and experienced young man in HAY and GRAIN BUSINESS to travel on road, soliciting Consignments and Buying. Must be first-class judge of Hay and Grain, and able to bring the business. Furnish references and state salary. Address

H. J. GOOD & CO.

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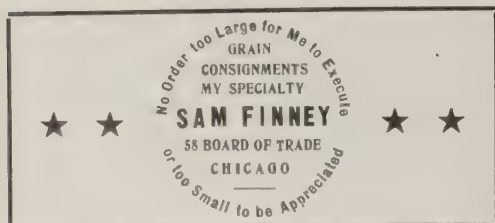
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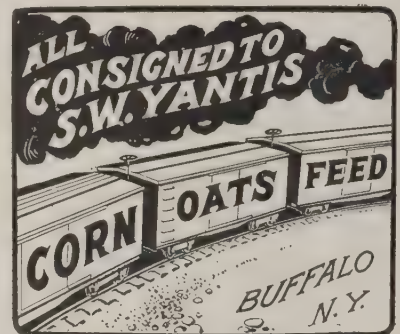
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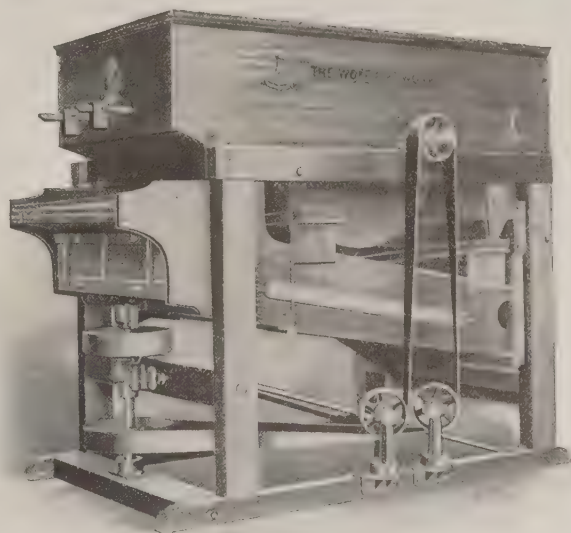
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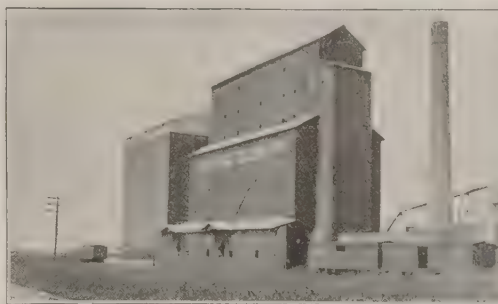
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Washburn-Crosby Milling Co., Buffalo,	300,000	Millbourne Mills Co., Philadelphia,	200,000

The following are a few of our largest wood-constructed elevators:

Calumet Elevator, Chicago,	1,000,000	Maple Leaf Elevator, Kansas City,	1,000,000
Minnesota Annex, Chicago,	1,000,000	Burlington Elevator, St. Louis,	1,000,000
C. St. P., M. & O. Ry. Co., Itasca,	1,125,000	Grand Trunk Elevator, Portland, Me.,	1,000,000
Belt Line Elevator, Superior,	2,500,000	F. H. Peavey & Co., No. 1,	1,750,000
Superior Terminal, Superior,	2,500,000	Interstate Elevator, Minneapolis,	1,000,000
Pittsburg & West Ry., Fairport, O.,	1,000,000	Texas Pacific Ry. Co., Westwego, La.,	1,000,000
United States Milling Co., Duluth,	1,000,000	Hoosac Tunnel, Charlestown,	1,000,000
Empire Elevator Co., Minneapolis,	2,500,000	And hundreds of smaller houses.	

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IT WON'T DO ANY GOOD TO STORM AROUND

if you find later in the season
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Unless you have our represen-
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You can save both time and
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Grain Elevators of Steel,

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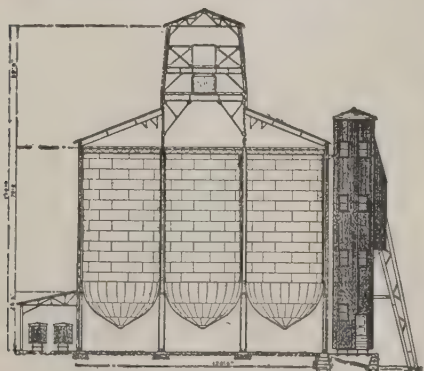
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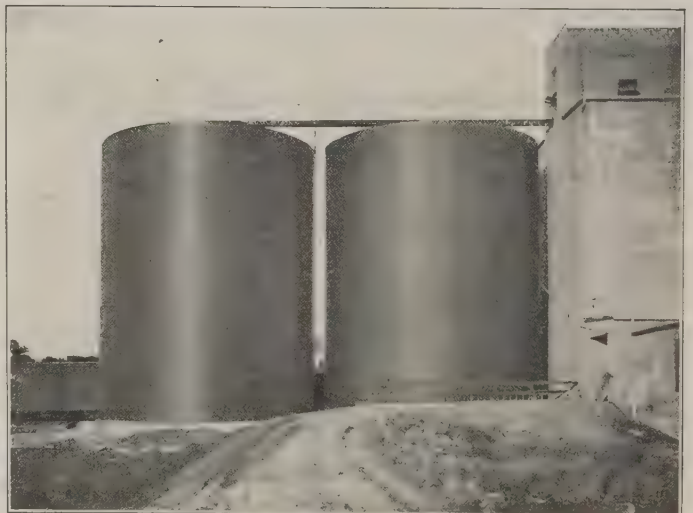
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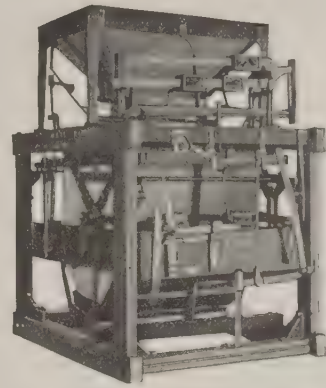
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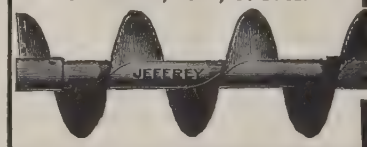
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Jeffrey Standard Steel Elevator Buckets
For handling
GRAIN, SEED, FLOUR,
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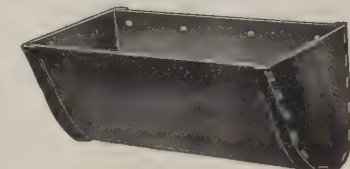
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STYLE F
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are standard the world over.



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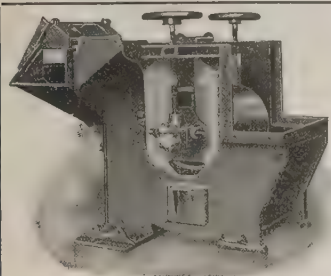
This Style at foot of elevator is used in connection with cleaner at head of elevator.

OUR WAREHOUSE STYLES for Grain Elevators or Mills are made in three sizes, either with or without cleaning apparatus, and in styles for handling either shucked or unshucked corn.

They require less space and power according to capacity, crack less corn, break cobs less, waste less corn, clean the corn more perfectly, clean the cobs in more merchantable condition for fuel than any other shellers in the world.

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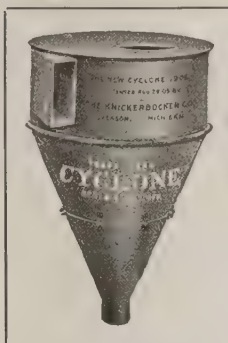
A Choked Boot is an ABOMINATION

It is expensive in delays, in labor, in cups and belts, in wasted, mixed and damaged grain, in interrupted business. It is folly or insanity to bungle one's effort in such futility. The time is not far distant when shame alone will estop its occurrence.

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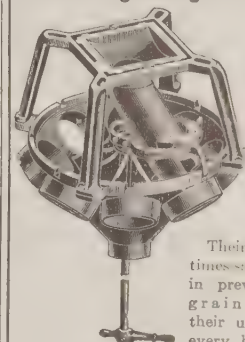


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INCREASES VOLUME OF
AIR DEVELOPED OVER
FORTY PER CENT

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do every-thing you want done in the matter of grain distribution. They do it all perfectly and conveniently.

Their cost is some-times saved in one day, in preventing mixed grain alone. With their use, you utilize every bushel of your

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AIR DRIED GRAIN

(NOT KILN DRIED)

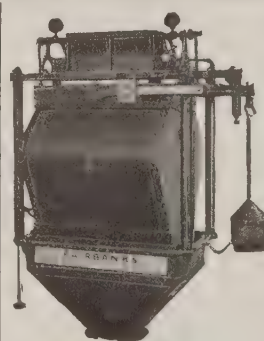
The Ellis Drier insures even and perfect drying at low temperatures. The only machine where the air passes through the grain uniformly and reaches every kernel. Built in all sizes from five bushels' capacity and up.

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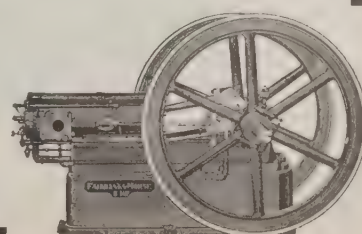
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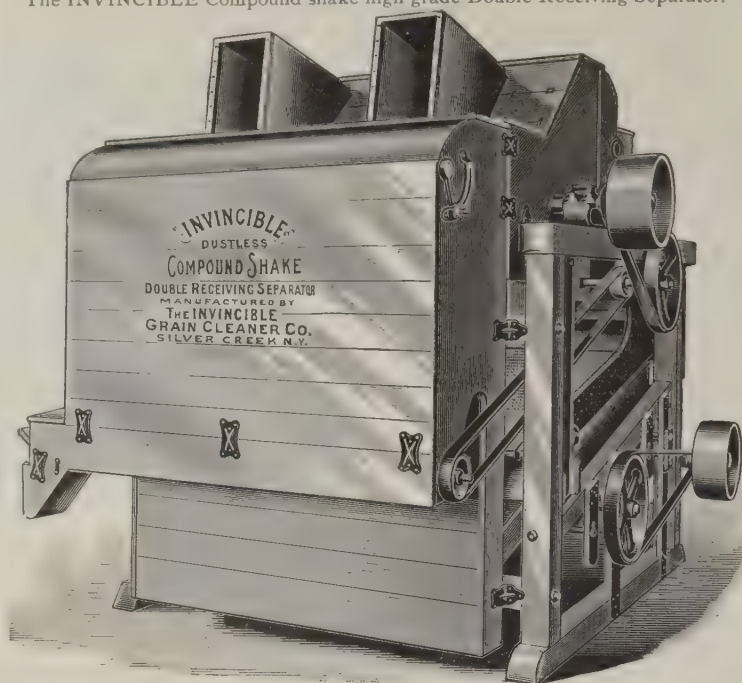
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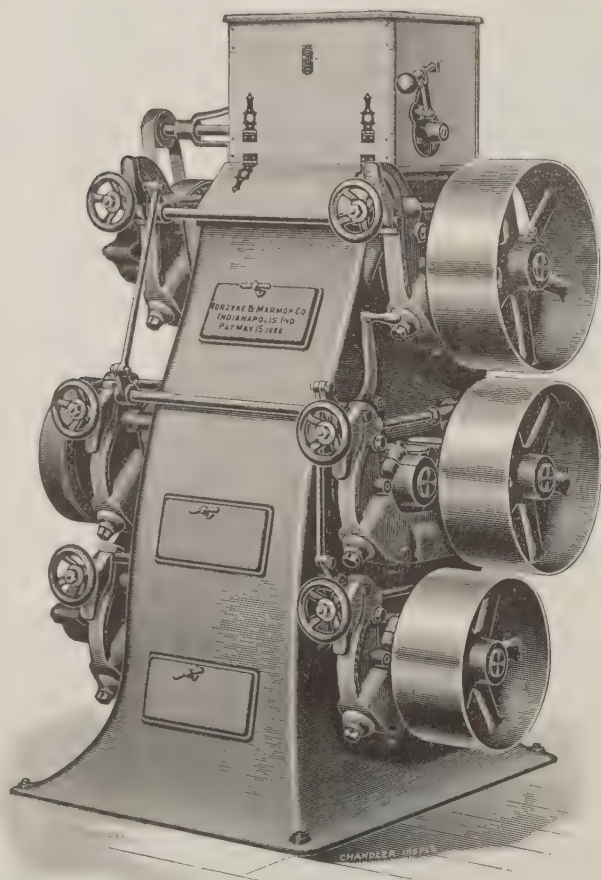


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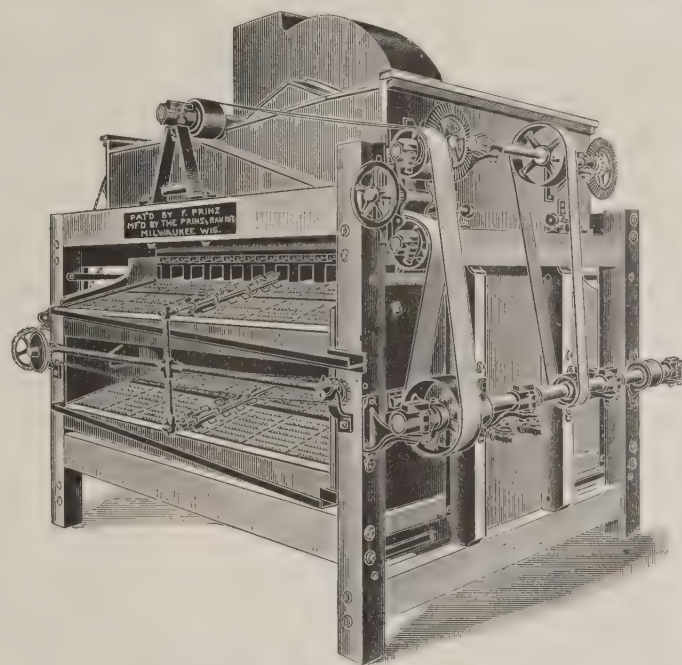
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THE PRINZ IMPROVED

AUTOMATIC SEPARATOR

FOR WHEAT, OATS OR BARLEY



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**PERFECT
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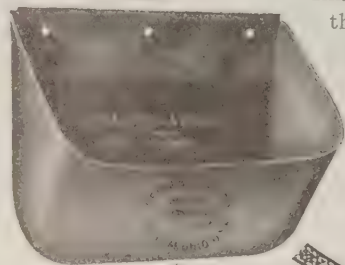
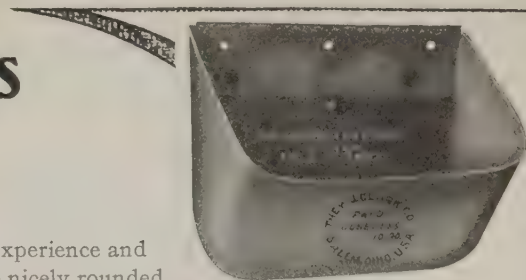
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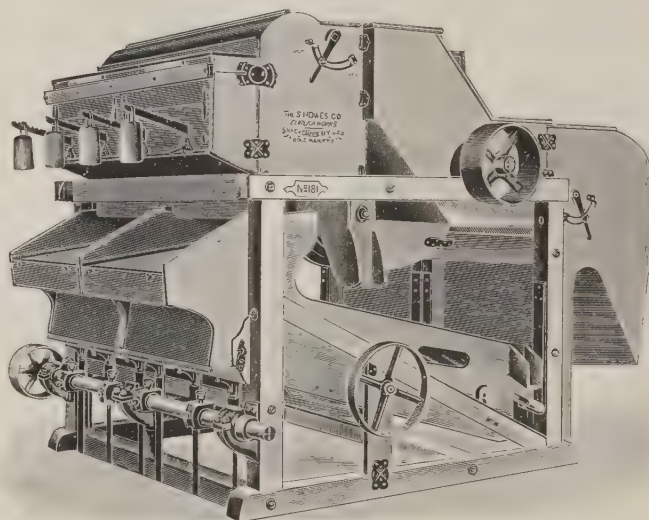
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WITH AUTOMATIC SIEVE CLEANERS.
NO VIBRATION. LARGE CAPACITY. CLOSE SEPARATIONS.
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We supply every requirement in the grain cleaner line with the highest grade machines. Correspondence solicited.

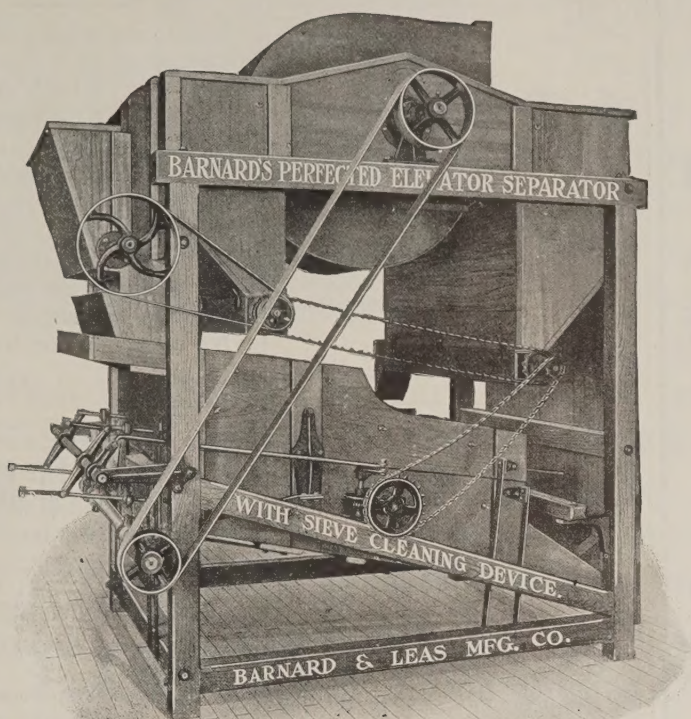


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Barnard's Perfected Warehouse and Elevator Separator
With Sieve Cleaning Device

Insures Positive and Uniform Work

The Sieve Cleaning Device on Barnard's Perfected Separator works underneath the sieves. Thus it lifts the trash out of the holes and causes it to tail over instead of assisting it to pass through with the grain. This results in keeping the sieves perfectly clean at all times and insures positive and uniform work.

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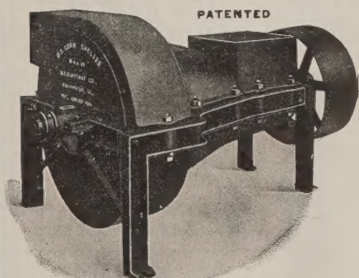
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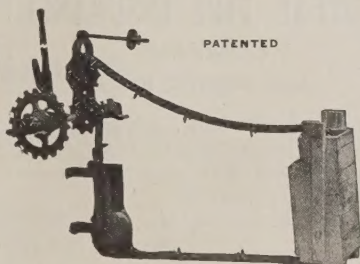


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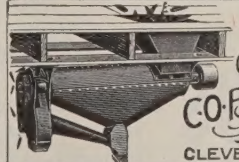
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Send for Our Catalogue and Latest Discounts
Complete Elevator Equipments

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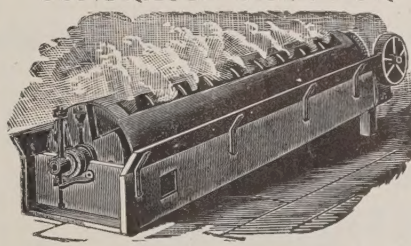


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THE
**CUTLER
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SOLD BY ALL MILL FURNISHERS

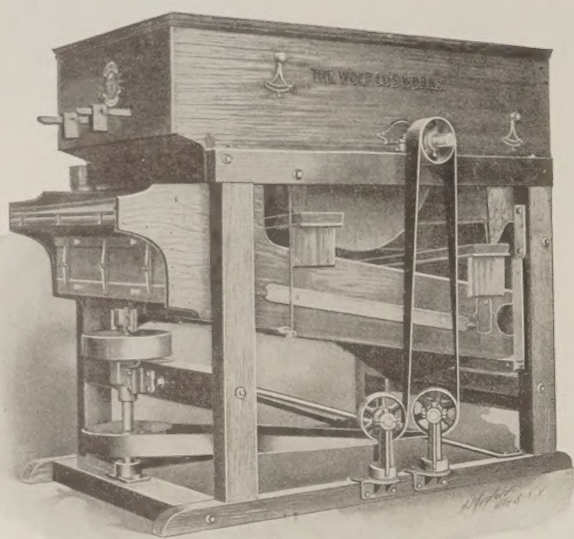
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No machine can do BETTER work, or run MORE SMOOTHLY.

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THE Large Profits IN Elevator Insurance

heretofore paid by owners and operators of grain elevators to the stock companies are turned into the grain men's pockets by the

ELEVATOR UNDERWRITERS

For sound insurance at cost, address

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409 Kemper Bldg. Kansas City, Mo.

Millers' National Insurance Company

205 La Salle St.

CHICAGO, - - ILL.

CHARTERED 1865

Insurance with a maximum of security at a minimum of cost for ELEVATORS, WAREHOUSES and CONTENTS, on the Mutual Plan.

Five-Year Policies (or short term policies on grain, if required).

Semi-Annual Assessments, costing about one-half Stock Company rates.

No conflagration hazard.

Gross Assets, - - \$4,341,881.00
Net Cash Surplus - 759,569.00

Millers' Mutual Fire Insurance Association of Illinois ALTON, ILL

Good, but cheap, Insurance on Elevators, Mills, Grain Warehouses and their Contents.

We make a specialty of writing Grain that you carry for a short term.

Premium Notes in Force, \$1,200,000.00
Cash Surplus, . . . 225,000.00

A. R. McKINNEY, Secretary.

H. D. CUMMINGS & CO.,
159 La Salle Street, Chicago Agents.

\$2.50 American Miller
AND
American Elevator
and Grain Trade
FOR ONE YEAR

Insurance on Elevators and Grain!

25 Years of Successful Business

We Have--Paid Losses \$1,500,000.00. Total Assets \$1,800,000.00. Net Cash Surplus \$328,000.00.

Michigan Millers Mutual Fire Insurance Co.
OF LANSING, MICHIGAN.

MILL OWNERS' MUTUAL FIRE INSURANCE COMPANY DES MOINES, IOWA

Insures Flour Mills, Elevators and Warehouses at actual cost. Net Cash Assets, \$218,020.94. Losses Paid, \$1,179,097.88.

Saved to Policy Holders,
\$1,622,157.48

ORGANIZED 1875

J. G. SHARP, Secretary



THE HUMPHREY EMPLOYEE'S ELEVATOR

For eighteen years it has been the standard elevator for grain elevators and mills. The simplest and most reliable lift for grain elevators that can be devised.

Let me send you catalogue and quote prices.

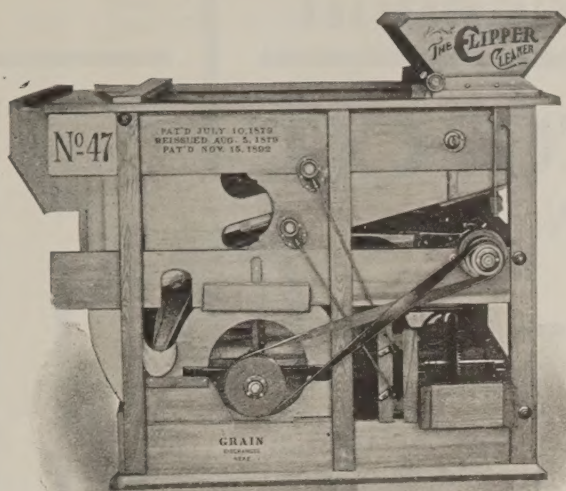
S. K. HUMPHREY
640 Exchange Bldg.
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SEEDS

Grain, Clover & Grass Seeds,
CHAS. E. PRUNTY,
MAIN & MARKET, SAINT LOUIS.

SEEDS

THE ALBERT DICKINSON CO.
DEALERS IN--
GRASS SEEDS, CLOVERS, FLAX SEED, LAWN GRASS, BEANS,
PEAS, POP CORN, BIRD SEEDS, BUCKWHEAT, BAGS, ETC.
CHICAGO, ILL. BRANCH: MINNEAPOLIS, MINN

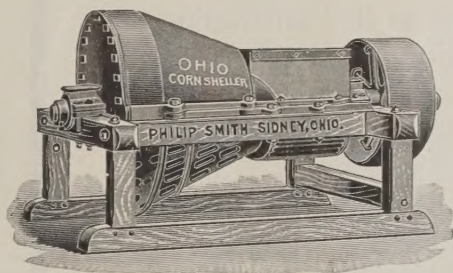


The No. 47 Clipper Cleaner

is unequalled for handling seeds or grain in local elevators. This machine has Traveling Brushes on the screens which enables you to keep it working to its full screen capacity all the time. It is very light running, strongly built, easily installed and simple in operation. We guarantee this Cleaner to give perfect satisfaction on clover seed, timothy or any kind of grain and it can be operated with

one-fourth the expense for power of any suction cleaner on the market. It will not require over one-half of one horse power on clover or any kind of seed, nor over one horse power on grain. If you are looking for a first-class, up-to-date cleaner of moderate capacity, we would be glad to send you catalog and give prices and particulars upon request.

A. T. FERRELL & CO., Saginaw, W.S., Mich.



Corn Shellers

Corn Cleaners

Drags, Dumps, Etc.

When you want any machinery
or supplies for your elevator,
write us for prices :: ::

THE PHILIP SMITH CO.
SIDNEY, OHIO

THE WEST LEADS IN EVERYTHING

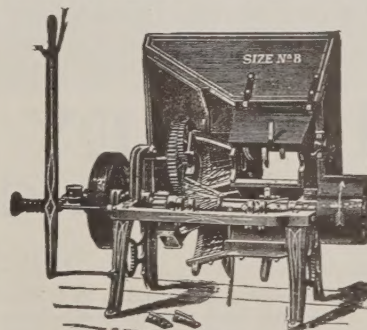
Western people are continually working to make things "just a little bit better." They hustle day in and day out, keeping their business methods strictly up to date. That's why they keep ahead.

For more than thirty years it has been our policy to build and equip grain elevators, "a whole lot better" than the other fellow, and we have done it. That's why we have so many satisfied patrons. Are you one? If not, get in line to-day by sending us your specifications.

GREAT WESTERN MFG. CO.
LEAVENWORTH, KANSAS

Bowsher's All-Around Feed Mill

(Sold with or without sacking elevator)



It CRUSHES ear corn (with or without shucks) and GRINDS all kinds small grain and KAFFIR IN THE HEAD. Has CONICAL shaped GRINDERS, DIFFERENT FROM ALL OTHERS. RUNS LIGHT. Can run EMPTY WITHOUT INJURY. Ahead of rolls or stones in speed and quality of work.

YOU NEED a mill now. QUIT THINKING about it. COMMENCE to investigate. Give US a chance and we'll tell you WHY we think ours is the best. SEVEN SIZES : 2 to 25 H. P.

Circular sent for the asking.

Drive pulley overhanging. Belt to it from any direction. Makes complete independent outfit.

THE N. P. BOWSHER CO., South Bend, Ind.

1907 Announcement

HUNTLEY MFG. CO.

Silver Creek, N. Y.

In making our annual announcement for the year to come, it is very fitting and proper to make some mention of the business done during the past year.

Never in the history of our business have we been so busy, nor has ever the aggregate of total business done reached the figures of the year just closed, which speaks eloquent testimonials for the merit and superiority of Monitor machinery.

Our capacity has been taxed to its utmost, and large additions to our manufacturing plant are already in progress, and we know that from initial orders received for delivery during 1907, the coming year will be even larger than the year just closed.

In addition to the increase in our manufacturing plant during the coming year, we contemplate the introduction of several new machines at an early date.

We thank our customers for their patronage during the past year, and we shall be glad to look after their machinery needs during the coming year.

No order is too large for us to handle, and none is too small for us to give careful attention. We refer prospective buyers to any user of Monitor machinery, as to the satisfaction with which it operates, and ask consideration of our claims, as to Monitor superiority, in booking your orders for 1907.

We ask your consideration and inspection, of the merits of the following machines for coming year:

**Monitor Warehouse Separators, Monitor Receiving Separators,
Monitor Milling Separators, Monitor Scourers, Single and Two-High,
Monitor Oat Clippers, Monitor Barley Scourers,
Monitor Corn Scourers,
Monitor Flour Packers, Monitor Sack Packers,
Monitor Iron Front Friction Clutch Bran Packers,
Monitor Drop Gear Bran Packers, Monitor Draver Dust Collectors,
Monitor Magnetic Separators, Monitor Cockle Cylinders,
Monitor Roller Buckwheat Shuckers,
Monitor Buckwheat Scourers and Special Cleaning Machines for all
Classes of Work, Seeds, Flax, Barley, Malt, Rice, Etc., Scourers,
Separators and Packers Built all Steel Construction.**

HUNTLEY MFG. CO.

Silver Creek, N. Y.

BRANCH OFFICES :

302 Traders Building, Chicago, Ill., F. M. Smith, Agent
316-318 Fourth Avenue South, Minneapolis, Minn., A. F. Shuler, Agent
121 Front Street, New York, N. Y., J. W. Perrine, Agent
10 Board of Trade, Kansas City, Mo., H. C. Draver, Southwestern Agent
Mississippi and 17th Streets, San Francisco, Cal.,
Berger, Carter Co., Pacific Coast Agents
A. S. Garman, General Agent, Akron, Ohio